TRADE AND INDUSTRY

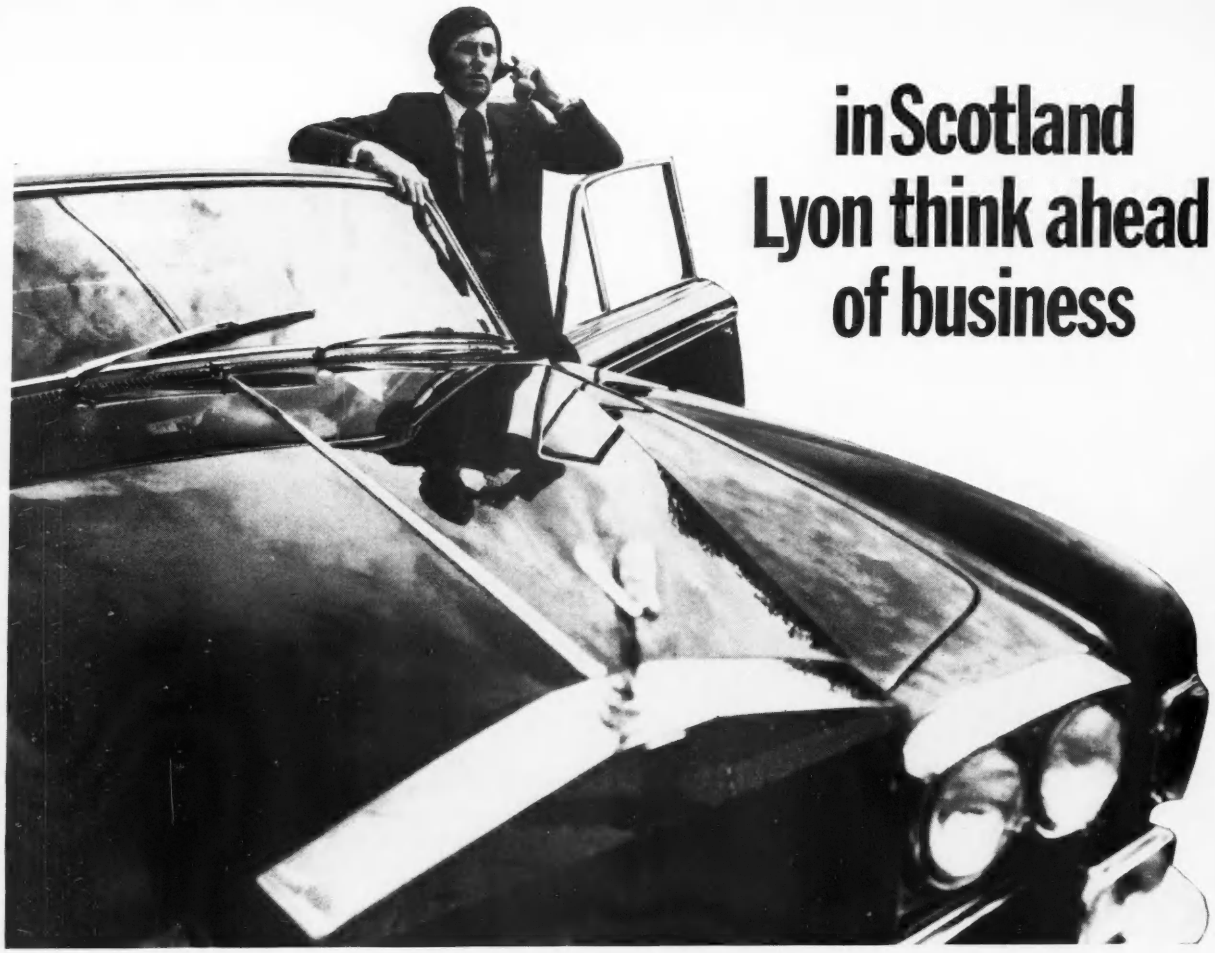
2 March 1972 Volume 6 No 9 10p

The Japanese consumer—will he buy British?

Small firms—'discouragements should be removed'

United Kingdom sea-borne trade in 1970

Denmark Trade Drive and Romania's International Fair



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As a result of the effect of power cuts on production, this issue of *Trade and Industry* has been reduced to 32 pages. A certain amount of regularly published material has therefore been held over or discarded. Distribution of the Journal may also be delayed. We apologise to readers for any inconvenience.

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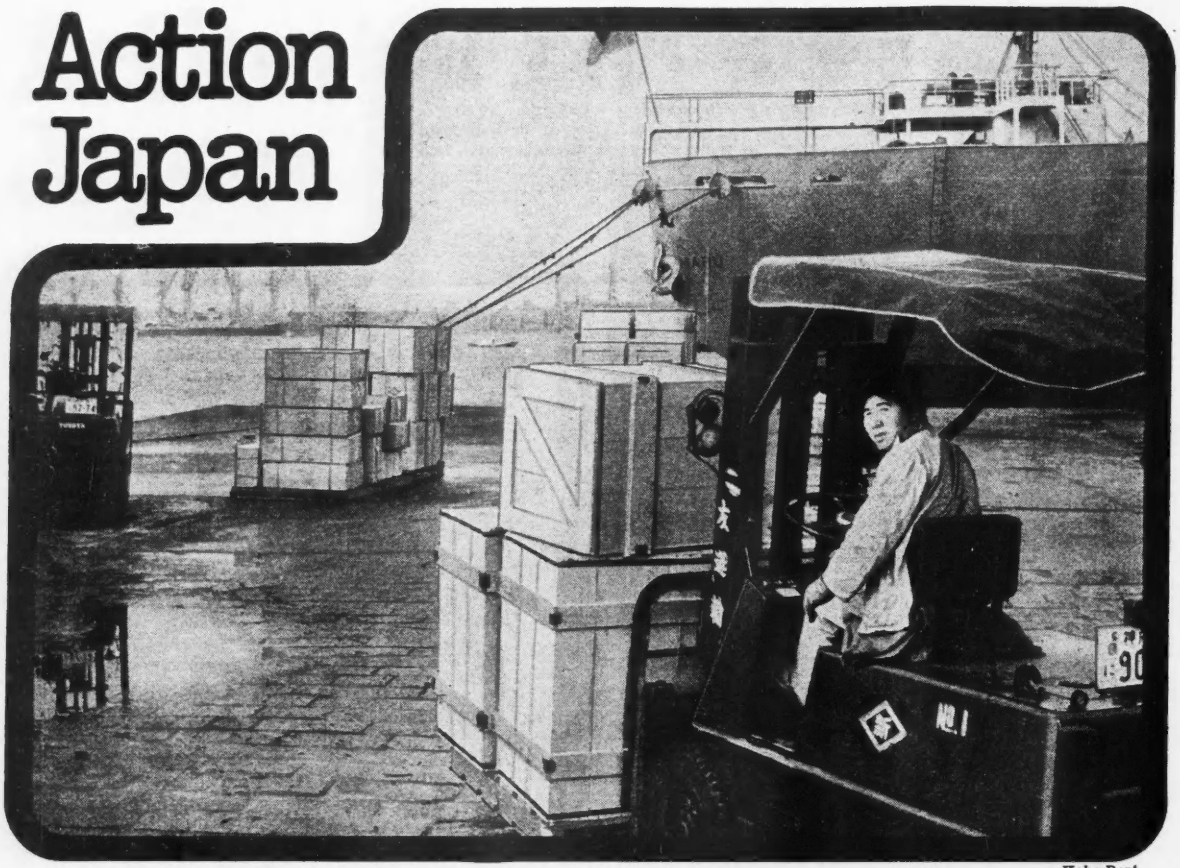

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The legendary Japanese boom is far from over. Gross National Product may be the second largest in the non-communist world but per capita income gives Japan only sixteenth place in the same league. That means there's still considerable consumer buying power to be generated, more exporting opportunities yet to emerge.

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The Japanese consumer—will he buy British?

By Rex Gordon Farrar, First Secretary (Commercial), British Embassy, Tokyo

This article is one of a series dealing with aspects of overseas markets which are of continuing importance to Britain. The largest markets will be dealt with by more than one article. The next article in this series will discuss the Japanese capital goods market.

FIRST a few facts to set the scene: The average income per head of the 105 million people in Japan is already greater than that of Britain. It has increased four-fold in the last ten years. Based on this rate of increase the Japanese will enjoy the same standard of living as Americans living in California or New York City by 1985. The Japanese still respect their traditional pattern of life: but nowadays consumer tastes and fashions are highly sophisticated and westernised among both young and old. What sells in Los Angeles, Paris and Hamburg sells in Tokyo. The consumer boom has barely started; yet by the end of 1971, over 60 per cent of Japanese households owned colour television (over 90 per cent have black and white sets); 30 per cent motor cars; 95 per cent washing machines and 92 per cent refrigerators. Out of total imports of some £7,550 millions in 1971, about £1,600 millions represented consumer goods. The potential is great. What can we do about it?

What sells?

In 1971 British consumer goods exports amounted to some £66 millions about 40 per cent of the total British exports. Well received in all parts of Japan are such winners as Scotch whisky (over £6 millions); foodstuffs, especially confectionery and chocolate; and, above all, high-grade cloth. Here, Japan is Britain's best market. In these well proven categories British exporters are assiduously seeking to improve their performances: witness the steady stream of businessmen from Britain and the effective backing, both from the United Kingdom and by representatives and importers in Japan, for the special promotions of British goods at Japanese department stores and other important retail outlets. Following recent Japanese liberalisation measures leather footwear is the only consumer item subject to quota restrictions and the scope for business has increased accordingly. But, the story does not end here. The Japanese are receptive to a widening range of imported goods. Notable British export performances include domestic heaters, tea, paintings, giftware, pharmaceuticals, toys, sporting and indoor equipment. Let us look at the market potential in some categories far so hardly exploited by British exporters. Equally, let us also examine items where we are doing well—but should be able to do better given more effort.

Cloth

High quality British cloth enjoys a prestigious reputation in Japan. British mills supplied 75 per cent of the Country's consumption of imported woollen and worsted cloth. In 1970 it amounted to £13 millions. Here Britain scores. Yet, why not build on strength? At the same time we cannot assume that the success story of the past three or four years will automatically continue. Threatening clouds are already gathering. Bespoke tailoring is on the decline. There is a temporary 'easing up' in the dynamic pace of the Japanese economy which has led to a decline in sales of imported cloth, with a consequent build-up of stocks. Our continental competitors are striving to cut back the British pre-eminence in this field through the introduction of new styles and patterns. The

(continued on next page)

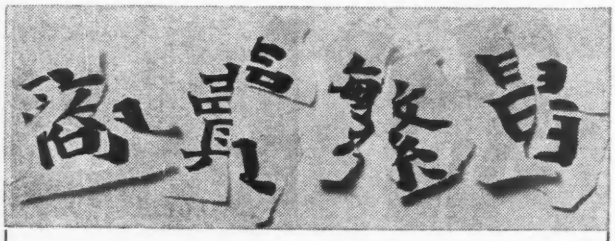
Junior Miss in Japan.

Skiing—the sport of millions in Japan.

British woollen industry might therefore wish to review their marketing policies and, even more important, devote more attention and money than hitherto to the Japanese market. This is vital, not only to retain our lead but also to forge ahead and capture a bigger share of the market. The British Cloth promotion planned for this Autumn throughout Japan should help to achieve this. It will link a television publicity campaign backed up by press advertising, sponsored by the Japan Wool Importers Association and the British National Wool Textile Exporters Association, to special retail displays of British cloth. The full support of the United Kingdom cloth exporters will be needed to ensure the success of this venture.

Ready-made clothing

I have already mentioned the decline in bespoke tailoring. Ready-made clothing is in fact becoming increasingly popular. This is a comparatively new field for British exporters and the going is harder than with cloth exports. The potential is at the medium and high quality levels. Britain's present strength lies with top grade men's suits, overcoats, and raincoats, as well as with woollen dresses and coats for women. But we are poor starters in the rapidly growing market for knitted and jersey fabric clothing. For more economically priced clothing the strong position of the Japanese home industry makes manufacturing under licence arrangements more profitable for the overseas exporter. Some British firms have their designs made up in Japan, not only from local cloth but also from British material, especially where a particular weave or pattern cannot be easily reproduced by the Japanese manufacturer.



IN JAPAN you can, financially speaking, bleed to death while you think you're making your fortune. It happens all the time and there's no end to the excuses that are sent back to head offices in all parts of the world. Oddly, the blame is rarely placed where it belongs—on Japan's infamous 'communications gap'. Language, business methods, human attitudes, all are utterly different from anything found elsewhere. Experience is the only solution and we have it. Three of our overseas staff have a total of 38 years in Japan and the Far East. Our senior Japanese executives speak fluent English and have had wide experience abroad. We offer the high standard of service in advertising, public relations and market research that you rightly expect from a company operating 45 wholly-owned offices around the world.
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Growing interest in Western-style furnishings: Tokyo department store British promotion.

Menswear

The Japanese male has certain distinct likes and dislikes. With central heating in all public buildings and in the new apartment blocks, lighter weight suits and coats are in favour. The choice of patterns and colours is still with the more sober ranges. Made to measure shirts sell well, particularly when bearing foreign brand names and reflecting the latest fashion trends. The Japanese male is even moving away from the once obligatory white shirt. He cheerfully sports coloured and striped shirts off duty. He also likes imported silk ties. British woollen socks may have to be shipped half-way round the world to reach Japan, but they compete in price with Japanese-made socks of similar quality.

Men's sizes are similar to the English ones although shorter in the sleeves. Trouser lengths present no problem as they are usually open-ended and made up at time of purchase.

Imported men's accessories

The Japanese like imported accessories both for personal adornment and to give away as gifts. These include cufflinks and other items of personal jewellery as well as belts.

Women's clothing

One problem to be surmounted is that the Japanese have long been accustomed to think of Britain only as a source of men's wear. They tend to look to France and Italy for women's garments and fabrics. However, Britain may not have much to offer at the *haute couture* level. Where Britain can take the initiative is by offering value for money in the medium and high ranges. These are in fact the most popular levels of imported clothing.

The actual market for high grade imported women's wear amounted to some £6 millions in 1970. Fashions are similar to those in continental Europe and United States, but somewhat more conservative than in Britain, except for an *avante-garde* fringe in Tokyo. Skirt lengths are mini rather than midi or maxi (which are less flattering to the figure of the Japanese girl with her shorter legs). Mid-calf coats sell well but not maxi coats. Trouser suits are seen but not nearly so frequently as in London. As the Japanese women often wear kimonos on formal occasions, there is little demand for imported evening dresses. There is a big demand for coats, capes, dresses and suits in the lighter weight woollens under 14 ozs. Sweaters, cardigans, twin-sets and scarves from Britain are popular. Women's wear sizes range from 9-14 (English) with size 10 as the average.

London is the trend-setter for youth. Let us ensure that Japanese men and women do indeed look to Britain for inspiration. This means effective publicity in Japan for British fashions in men's and women's and children's wear; more visits to Japan by the industry, including designers; greater efforts to bring Japanese buyers to London fashion centres; and the mounting of British fashion displays in Japan.

Leisure boom

Cloth and clothing are not of course the only categories of interest to United Kingdom exporters, even though they account for about 50 per cent of imported goods handled by department stores—who in turn account for sales of 70 per cent of all imported consumer goods.

Tokyo golf driving range with line-ups on three levels to cope with enormous interest in this sport.

The Japanese worker is on the point of moving from a six to five day working week. He already has more money in his pocket to spend on leisure. Every weekend many of the 28 million Japanese living in the two big conurbations of Tokyo and Osaka escape from city life to relax in 'clean 'air. As with their British counterparts the Japanese take their leisure and sporting activities seriously. All this adds up to heavy expenditure on ways and means to get more zest out of life. Business arising out of this demand includes the following categories.

Sports and indoor games

Japanese manufacturers produce all kinds of sporting equipment; but there is still a demand for imported equipment. This particularly applies to famous brand names and items of superior quality to the local product. The latter includes parts and fittings for motorboats and yachts. Complete boats are too expensive to ship but at least one British design is being manufactured in Japan under licence.

Golf

This game has achieved remarkable popularity in Japan. Apart from 500 or so golf courses, there are thousands of driving ranges of all shapes and sizes, including three-tiered ones in Tokyo, catering to the voracious appetite of the golf enthusiast. News on internationally known golf personalities is eagerly absorbed. Success by British golfers helps our exports. Britain supplies quantities of golf balls and some golf clubs. Golf shoes, golf gloves and golfing clothes offer scope for business.

Toys

There is interest in good quality toys. Japanese imports increased from £130,000 in 1966 to £630,000 in 1970, when Britain's share rose to 27 per cent. Although British die-cast model cars predominate, other well designed toys including wooden ones have a potential if sold at reasonable prices.

Books

The Japanese are avid readers. English is taught in schools from the age of 12. There is a particularly large market for educational and technical English language books. Books may be sold direct or a photo-lithographic reproduction arranged through a Japanese publisher.

Car accessories

There are nearly eight million private cars in Japan and the number is increasing rapidly. Every weekend the roads from the big cities are jammed with cars seeking the open spaces. Japanese cars are fitted at the factory with much equipment which a British buyer would buy as accessories. Nevertheless Japanese drivers like to add individual touches to their cars. British makers of accessories have an opportunity to exploit this section of the market.

Furnishings

There is a mounting interest in Western-style furniture by those living in new blocks of flats as well as by the higher income groups. The younger generation prefer to sit on chairs rather than on the traditional 'tatami' straw-matting floor. This is creating a new demand for conventional western-style furniture, albeit for the dimunitive and single furniture units, not so much for big suites—there is simply not the space in the average Japanese home. Imports have risen four-fold between 1966 and 1970 yet still have barely reached the £¼ million mark. Scandinavian style wooden furniture is the most popular. Hard-selling is needed to persuade the Japanese

(continued on next page)

GRAPHIC ARTS JAPAN

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buyers that Britain does not lag behind in producing distinctive moden furniture, including new designs outside the standard modern approach. Reproduction furniture also sells well. High freight charges can present an obstacle to business; but there could be a market for knock-down furniture to take advantage of containerised freighting.

Direct export

Japanese department stores and other retail outlets handling imported goods buy from wholesalers and importers or direct from the United Kingdom. Manufacturers interested in developing business would be well advised to contact Japanese buyers, who regularly visit Britain seeking new products. But, to make any real impact in the market, the United Kingdom exporter would need to link up with a reputable importer or agent in Japan. It may be one of the large Japanese trading houses; a British trading house of which there are several in Japan; or one of the 8,000 small or medium sized import agents. The selection depends on the type of product being launched in the market. Nowadays there is a tendency for importers of consumer goods also to act as wholesalers and, even in some cases as retailers. Some department stores are are also dealing direct, or through London buying houses, with the United Kingdom exporter—although they still make use of the Japanese trading houses for freight forwarding.

In choosing a local representative various factors are to be considered and the Commercial Department of the Embassy will be pleased to offer advice and assistance as necessary. Personal contact pays dividends in sales, since correspondence is not nearly so effective. Even when the agent has been appointed therefore regular visits to the market are essential to maintain interest.

One British company renowned for its good quality clothing sold at competitive prices, is fast achieving the same reputation in Japan as at home by direct sales to a group of over 40 department stores covering the whole length and breadth of Japan. It is worth noting in this connection that there are some 20 towns in Japan with populations of half a million or more. British goods can already be seen on counters in department stores throughout Japan. The target for the future might well extend beyond department stores and speciality shops to the supermarkets—which rival the department stores in sales turnover.

Alternative outlets for prestige expensive 'gift' type goods are 'shops within shops', that is to say, space rented by a British retail company in one of the big Japanese department stores.

Trade fairs and exhibitions

Reference has been made above to the desirability of local representation. This particularly applies to British firms wishing to take advantage of the various trade fairs specialising in consumer goods, which are held annually in Japan. These are generally mounted by the appropriate Japanese trade association and cover such categories of interest to United Kingdom exporters as: furniture, toys, household goods and boats. At present participation by overseas companies can only be arranged through a local Japanese firm for goods already available in the market since these particular fairs have no bonded areas. This limitation may be eased in the future but it is still preferable to have a distribution arrangement made before exhibiting in this particular range of goods.

The main target for consumer goods from Britain are the department stores. There are regular promotions of British goods in individual stores often linked with a cultural exhibition sponsored by the Department of Trade and Industry and the Central Office of Information. These special 'British Festivals' help to create an atmosphere which is particularly advantageous for selling new items unknown to the Japanese public. Supermarkets may well come within the range of such promotions in the future.

Prices

The Japanese public has been starved of imported consumer goods for years. They are still regarded therefore as luxury items and prices are high. Retail prices can range beyond three times the landed value, which further encourages the restricted use of imported goods as prestige gifts, rather than for personal consumption. Fortunately, the picture is changing. Following recent trade liberalisation moves a greater flow of imported consumer goods is coming to the shops. This greater volume has attracted the interest of the more sophisticated Japanese consumers. At the same time increasing consumer resistance to these high prices is helping to sway retailers towards price reductions. If this trend gains momentum, and there are signs that it is, then imported consumer goods will have a greater chance to reach the mass consumer field. More competitive prices will then further increase the potential demand, not just in Tokyo and Osaka but throughout Japan.

Conclusion

Enough has been said in this article to show that any good quality product made in Britain which has found ready acceptance in Europe or the United States stands an equally good chance of selling well in Japan. In the past Japan may have been an isolated island; but now television, press and the newly acquired habit of world travel is putting the Japanese customer more and more in touch with international thought and fashions. He keeps pace with modern trends. Japanese importers are constantly seeking new brands of quality goods and are receptive to new ideas.

This is an immense market. Even a minimal share of the total market in any category offers a reasonable return in the short term and the likelihood of substantial business in the long term, if the product is attractive to the Japanese and efficiently marketed. In all this the Department of Trade and Industry, in conjunction with the Commercial Department of this Embassy are ready to offer full co-operation and assistance to British exporters.

UK businessmen going overseas

British businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Export Services Division of the Department of Trade and Industry (DTI) at either the Regional Office covering their area or Export House, 50 Ludgate Hill, London EC4M 7HU. The DTI in co-operation with Commercial Officers at Embassies, High Commissions and Consulates overseas, is in a position to provide advice when it is required, and to arrange for suitable introductions and contacts related to the purpose of their business. Apart from the businessman's name and his firm's, DTI needs to know the general purpose of the visit; details of his itinerary—places to be visited and dates as nearly as possible; names and addresses of local agents; types of contacts and introductions the businessman would like arranged in advance; and any other information considered helpful. This information should, where possible, be accompanied by appropriate trade literature.

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'Discouragements to small firms should be removed'

—Mr. Nicholas Ridley

THE Government fully accepts that the discriminations and discouragements faced by the small firms sector of the economy should be removed, Mr. Nicholas Ridley, Parliamentary Under-Secretary of State for Industry, said in Manchester on February 18.

'There can be no doubt that the small firm sector is vitally important and an essential part of our economic strength', he told a one-day conference on small businesses held by the Manchester Business School in co-operation with the Small Firms Association of Manchester. Mr. Ridley, who has departmental responsibility for small firms, chaired the morning session of the conference held at the School.

'It is often alleged,' he said, 'that the Government is not interested in small firms or is actively hostile to them. It is true that the Bolton Committee of Inquiry on Small Firms concluded that in the past Governments have not been sufficiently sensitive to or aware of small firms' interests.

'But I can demonstrate that this has not been the present Government's attitude. Before the Bolton report was published we took the following action with small firms very much in mind:

(i) We reduced Corporation Tax, Income Tax, the number of firms liable to shortfall; raised the exemption limit for Estate Duty and introduced payment by instalments; and improved the relief for retirement annuities for the self-employed.

(ii) In September 1971 the Inland Revenue announced the continuation of the extra-statutory concession for tax relief in respect of loans by close companies to pay Estate Duty.

(iii) In February 1971, the Secretary of State for Employment gave guidance to Training Boards urging them to exempt significantly more firms from their levies.

'And when the Bolton Committee report was published (on November 3, 1971) the Government's immediate action included: (i) My designation as Minister with special responsibility for small firms and the setting up of a special Division in DTI to co-ordinate consideration of the Report and to look after the needs of small firms as a whole. (ii) We said that we accepted the philosophy of the recommendations on form-filling; and that many of those concerning statistical surveys were likely to be acceptable. (iii) We raised the disclosure limits under the Companies Act from £50,000 to £250,000 for turnover and from £7,500 to £15,000 for Directors' fees. (iv) We undertook to ask all local planning authorities to be as helpful to small firms as they could.'

Mr. Ridley added: 'And we have by no means finished. . . By the summer we intend to reach decisions or conclusions on all the major items in the remaining recommendations, such as taxation, form-filling, competition policy, Government procurement and Small Firms Advisory Bureaux. Whenever policies are being reviewed, the Committee's recommendations will be fully taken into account.

'The Bolton Committee devoted a chapter to the workings of the Industrial Training Act 1964. While paying tribute to the excellent work done by many Training Boards, the Committee said that the training board *machinery* was fundamentally inappropriate to the needs of small firms and that small firms should be exempted from the levy/grant system.

'On February 1, the Secretary of State for Employment published "Training for the Future: A Plan for Discussion". This announces a massive increase in Government-financed training in a new Training Opportunities Scheme. It also puts forward for discussion proposals about the future organisation and finance of assistance for Industrial Training.

'One of the main conclusions of the review was that general levy/grant schemes should not be regarded as a permanent feature of the Board arrangements and needed to be phased out at a reasonably early date. After 1972/73 it is proposed that the Boards should be relieved of the obligation to raise a levy, but it would remain open to them to propose a continuance of a levy/grant scheme given a favourable concensus within the industry concerned. The document recognises the force of Bolton's arguments by emphasising the need to have regard to the position of small firms in considering any such proposals. Meanwhile, before final decisions are reached on the proposals, the Government intends following the Bolton Committee's recommendations, to discuss individually with Boards suitable levels for the exemption of small firms.

'I hope that if small firms, or those representing them, have any comments to make on these proposals, they will take the opportunity to write to the Department of Employment by the end of May.'

'We are looking closely at the working of the restrictive trade practices legislation and we shall be laying new legislation before Parliament this session. One complaint that small firms have which is reflected in the Bolton Report, is that the present system prevents them from doing things which would improve their competitive position and be of real economic benefit.

'To some extent I think that this complaint arises from small firms that are not aware of my Department's discretionary powers to enable firms, at the Registrar's request, to operate a restrictive agreement when the Registrar is satisfied that it does not contain restrictions of such significance as to call for investigation by the Court.

'In the three years since this power became available some 90 agreements have been dealt with in this way (though these were not necessarily agreements between small firms).

'Where you can help is by making sure that firms considering entering into a restrictive agreement which would improve their competitive position without detriment to the public are aware of these powers.

'We would also like examples of the kinds of agreements that small firms do not make because of this legislation, but which would not harm the consumer or the public interest.

'A further area looked at by Bolton was Government Procurement. There may be conflict here, as Bolton recognised, between value for money, and giving as many small firms as possible a chance to share in contracts. The Committee urged us to study the effects of departments' buying procedures on small firms, and to promote the maximum competitive participation by small firms in suitable contracts.

'This we are doing with our colleagues in other Departments and are particularly concerned to identify obstacles that stand in the way of small firms' effective competition. We should very much like to hear of small firms' experiences in this field and any particular difficulties they encounter.'

Mr. Nicholas Ridley, Parliamentary Under-Secretary of State for Industry, chairing a session of a one-day conference on the problems of small businesses, held on February 18, at Manchester Business School in co-operation with the Small Firms Association of Manchester. Mr. Ridley encouraged small firms to write to the Department of Employment and the Department of Trade and Industry about their problems, while the Government was giving favourable considerations to the Bolton Committee's recommendations.

Jute quotas not to be increased

JUTE quotas are to be maintained at current levels until the end of the year, Mr. John Davies, Secretary of State for Trade and Industry, said in a written answer in the house of Commons on Febuary 24.

Replying to a question on the arrangements to be made for importing jute textiles after April 30, 1972, Mr. Davies said:

> 'After careful consideration of all the interests involved, I have decided to extend the present quota period (May 1, 1971 to April 30, 1972) by two-thirds (ie to December 31, 1972) and increase the 1971/72 quota levels by two-thirds. The effect is to maintain quotas at current levels until the end of the year. This decision will maintain the present level of protection for Tayside in view of the present high unemployment there. At the same time, it will allow jute textile importers a degree of flexibility needed because of delays of supplies from the sub-continent. In addition it will bring the United Kingdom control period into line with that of the EEC and facilitate arrangements to be made by the enlarged EEC. Holders of existing allocations under the quotas will be invited to apply for licences for the period to December 31, 1972 within their increased allocations. The present decision does not affect existing arrangements for the issue of *ad hoc* licences on behalf of end-users should these be necessary to meet any shortfall in supply by the Tayside industry as a result of shortage of raw jute'.

Notes

Quotas on certain jute textiles were introduced in 1969/70 to replace earlier forms of protection. It was made clear to foreign suppliers (mainly India and Pakistan) that no firm undertaking could be given about progressively increased opportunities of access to the UK market in future years. This would be dependent on the state of the UK market and the employment situation in Dundee.

When quota levels were reviewed in 1970 and 1971 it was decided that no change could be made because of the unemployment situation in Dundee and the declining UK market.

During the past year unemployment in Dundee has risen to 9.8 per cent (12.3 per cent male) due mainly to redundancies outside the jute industry.

The decline in the jute textile employment in Dundee over the past three years has not been due to imports under the quota scheme but has been caused by the rapid penetration by synthetics into important jute end-users and by major technological changes in end-users. Dundee has developed a share of the new synthetic industry but it is less labour intensive than jute and, unlike jute, there are manufacturers in other parts of the UK.

Firms who currently have allocations against the quotas will receive written confirmation of their supplementary allocations in respect of the eight month extension period to December 31, 1972 (ie two-thirds of the annual allocation). A new Notice to Importers will be issued shortly, but existing allocation holders may now apply for import licences.

The extension of the present quota period to December 31, 1972 maintains protection at existing levels while giving importers more time to take up allocations which they have had difficulty in using due to the war and disruption in the sub-continent. It also brings our control period into line with the EEC whose present Agreements on jute with India and Pakistan expire at the end of the year.

Future arrangements will be discussed with the EEC during the year.

Export Rebates (Appointed Date) Order 1972

THE Export Rebates (Appointed Date) Order 1972 was made on February 16, 1972. The Order implements a provision in the Revenue Act 1968 which ended export rebate generally, but enabled the rebate to continue on exports under certain contracts made before devaluation and certified by the Board of Trade. After the date appointed by this order, March 16, 1972, the Customs can pay the export rebates on goods to be exported under these contracts, even though the normal conditions governing payment have not yet been fulfilled. The Customs will get in touch with the traders concerned.

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Applications for temporary exemption from import duty

THE Department of Trade and Industry are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Department of Trade and Industry, Kingsgate House, 66-74 Victoria Street, London, SW1E 6SJ, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by March 16, 1972.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.07	*di*Sodium 3-hydroxynaphthalene-2, 7-disulphonate	R SALT di-sodium salt (di Sodium-3-hydroxynapthalene-2, 7-disulphonate)	December 31, 1972	T13866
29.39	Mestanolone	Methylandrostanolone	December 31, 1972	TIP1836G
91.03	Electric clocks of the instrument panel type designed to be permanently mounted in a motor vehicle and to be operated by a current of not less than 12 volts provided by the battery of the vehicle	Motor vehicle instrument panel clocks	December 31, 1972	T11877
91.08	Movements for electric clocks of the instrument panel type designed to be permanently mounted in a motor vehicle and to be operated by a current of not less than 12 volts provided by the battery of the vehicle	Motor vehicle instrument panel clocks	December 31, 1972	T11877

Applications for investment grant

THE Department of Trade and Industry has accepted since January 1, 1972 applications for investment grant in respect of capital expenditure incurred in the period April 1 to September 30, 1971. Such applications have been payable from January 1, 1972.

The Department now announces that applications in respect of the ensuing quarter October 1 to December 31, 1971 will be accepted as from April 1, 1972 and that payment of claims, after approval, will commence on that same date.

The Department also remind applicants that, by virtue of the Investment Grants Termination (No. 1) Order 1971 and of the direction made under it on August 16, 1971, no investment grant will be made in respect of expenditure incurred in the period January 1, 1969 to March 31, 1969 unless application on the appropriate form and accompanied by any relevant documents including a report by an independent account is made to the Department of Trade and Industry before April 1, 1972. Applicants are advised to arrange for such applications to be received by the Investment Grants Offices not later than March 30, 1972. Applicants should ensure that they have duly completed the appropriate form and forwarded it to the reporting accountant in sufficient time to enable him to examine and certify it before March 30, 1972.

The addresses of the offices are: Department of Trade and Industry, Investment Grants Office

Colman House,
Victoria Avenue,
Southend-on-Sea, SS2 6DU.
Tel. (0702) 41341 and 41362
Telex 99288.

24/26 Newport Road,
Cardiff, CF2 1SY.
Tel.: (0222) 42611.
Telex 49538.

Magnet House,
Waterloo Street,
Glasgow, C2.
Tel.: 041-221 9833.
Telex 77611.

St. Peter's House,
Stanley Precinct,
Bootle,
Lancs. L20 3LZ.
Tel.: 051-922 4030.
Telex 627162.

Queensway House,
West Precinct,
Town Centre,
Billingham.

Teesside, TS23 2NF.
Tel.: (0642) 553671.
Telex 58608.

Time limits for applications for investment grant: correction

IN the last line of the table in the third paragraph of the article in last week's issue: delete 'June' and substitute 'March'.

Exports of solid fuel

IN ORDER to conserve supplies of solid fuel for the inland market it has been decided to control exports from February 28 until further notice.

The Department of Trade and Industry have made an Order, the Export of Goods (Control) (Amendment No. 2) Order 1972, prohibiting the export of coal, coke, and briquettes to all destinations except under licence.

Copies of the Order will shortly be available from HM Stationery Office, 49 High Holborn, London WC1 and branches or by post from HMSO, PO Box 569, London SE1.

Inquiries, other than press inquiries, and applications for export licences should be addressed to: Export Licensing Branch, Department of Trade and Industry, Norman Shaw North Building, Victoria Embankment, London SW1A 2JB (Tel: 01-930 4349, ext. 570).

Thermal Insulation (Industrial Buildings) Regulations, 1972

THE Thermal Insulation (Industrial Buildings) Regulations (S.I. 1972: No. 87) came into operation on March 1 and replace the Thermal Insulation (Industrial Buildings) Regulations 1958 made by the former Minister of Power. The main purpose of the 1972 Regulations is to substitute metric terms for the imperial units given in the original Regulations in respect of the standard of thermal insulation for industrial buildings. The regulations also continue to restrict the use of certain specified materials for the purpose of insulating an industrial building and deal with certain exemptions under the Act.

Copies of Statutory Instrument 1972 No. 87 and Explanatory Memorandum on the Thermal Insulation (Industrial Buildings) Regulations, 1972 can be obtained from HMSO—the SI for 5p and the Explanatory Memorandum for 13½p.

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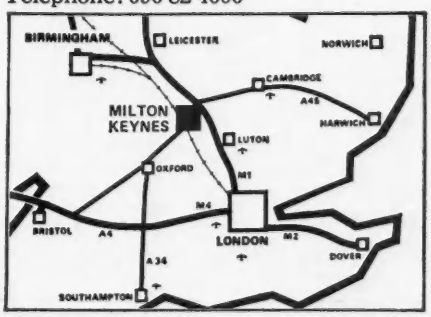
Nr. Bletchley, Bucks.
Telephone: 090 82 4000



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STATISTICS

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

SYMBOLS USED IN ALL STATISTICAL TABLES—

.. not available
– nil or less than half the final digit shown
p provisional
r revised
* five week period
ø fifty-three week period

	Gross Domestic Product (Expenditure estimates)	Index of Industrial Production	Consumers' Income and Expenditure				Fixed Capital Expenditure					Increase in Stocks			
							Total	Selected Components				Total	Selected Components		
			Personal disposable income	Total consumers' expenditure		Retail sales		Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1963 prices		at current prices		at 1963 prices	at 1966 prices	at 1963 prices					at 1963 prices			
Base of index £m in base year	1963 26,973	1963	1963 21,763	1963 20,127	1963 20,127	1966 11,372	1963 4,912	1963 1,070	1963 994	1963 944	1963 1,752	Series in £ million			
1966	111	113.2	122	121	108	100.0	124	128	115	128	125	254	143	25	17
1967	113	113.9	127	126	110	101.4	133	124	122	138	142	184	–37	13	22
1968	116	119.8	135	135	113	103.6	139	131	144	146	142	158	23	75	41
1969	118	122.9	143	143	113	103.0	138	140	148	131	131	346	232	26	27
1970	120	124.1	156	155	116	104.2	140	152	157	118	136	329	214	42	51
1971		125.2				104.8									
1969 4th qtr	119	123.3	146	147	114	102.9	137	145	153	125	130	91	74	2	—
1970 1st qtr	117	123.8	148	149	114	103.3	134	145	146	114	132	–16	42	1	–32
2nd qtr	121	123.5	154	154	116	104.2	143	153	163	119	138	116	55	12	26
3rd qtr	121	124.3	158	158	117	104.6	141	154	156	120	134	117	44	7	13
4th qtr	122	124.6	162	160	117	104.7	143	157	165	119	139	112	72	23	44
1971 1st qtr	118	124.5	163	162	116	102.1	139	148	148	114	148	84	70	2	–62
2nd qtr	121	125.4	169	170	119	104.4	142	142	164	122	142	–68	–114	12	38
3rd qtr	123	126.3	174	176	121	105.5	142	148	163	122	140	–21	–47	–11	7
4th qtr		125.1				107.4									
Jun		126.2				103.5									
Jul		125.8				105.1									
Aug		126.1				106.2									
Sep		126.9				105.3									
Oct		125.4				108.4									
Nov		125.1				106.8									
Dec		124.7				107.1									

	Orders	Prices and Costs					Labour			Trade (§)		Balance of Payments current balance
	Engineering and electrical goods† orders on hand (end period)	Retail prices Index		Wholesale price index: all manufacturing industry§§		Basic hourly wage rates (all industries and services)‡	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	Exports(¶)	Imports(‖)	
	at 1963 prices	Index‡	% increase on year earlier	Basic materials and fuel used‡	Manufactured products: home sales‡		Mid-month or monthly average		Quarter or quarterly average	at current prices		
Base of index £m in base year	Dec 1963	Jan 16, 1962		1963	1963	Jan 31, 1956	Series in thousands			1963 4,282	1963 4,362	Series in £ million
1966	115	116.5	*3.9*	108.0	109.6	168.5	323	255	24,835	121	120	83
1967	106	119.4	*2.5*	107.5	110.9	175.3	512	174	24,476	120	130	–298
1968	106	125.0	*4.7*	117.3	115.3	187.3	541	188	24,331	146	159	–288
1969	117	131.8	*5.4*	121.4	119.8	197.4	535	200	24,304	165	165	440
1970	125	140.2	*6.4*	126.2	127.7	217.7	573	186	24,135	184	181	612
1971		153.4	*9.4*	132.4 p	137.7 p	245.5	744	129		207 p	197 p	
1969 4th qtr	117	133.7	*5.1*	124.1	121.7	201.6	551	197	24,249	172	169	167
1970 1st qtr	118	136.2	*5.0*	126.3	124.2	209.0	557	194	24,275	181	171	215
2nd qtr	122	139.5	*5.8*	126.1	126.6	214.0	563	188	24,138	183	183	118
3rd qtr	123	141.1	*6.9*	124.9	128.7	219.5	583	185	24,072	175	178	76
4th qtr	125	144.0	*7.7*	127.3	131.4	228.3	586	176	24,054	199	190	208
1971 1st qtr	120	147.9	*8.6*	129.7	134.4	237.5	642	150	23,824	186	189	78
2nd qtr	118	153.2	*9.8*	133.1	137.2	242.4	713	128	23,782	214	199	270
3rd qtr	117	155.3	*10.1*	133.9	139.2	248.6	782	119		217	197	342
4th qtr		157.3	*9.2*	132.9 p	140.0 p	253.6	836	118		213 p	202 p	
Jul	117	155.2	*10.1*	135.3	139.0	247.1	766	119		213	195	
Aug	117	155.3	*10.3*	133.8	139.3	248.6	781	122		215	192	
Sep	117	155.5	*9.9*	132.5	139.5	250.0	799	115		223	203	
Oct	117 p	156.4	*9.4*	132.3	139.8	250.7	813	118		218 p	203 p	
Nov	116 p	157.3	*9.2*	132.8	139.9	252.6	840	120		200 p	196 p	
Dec		158.1	*9.0*	133.6 p	140.4 p	257.5	855	116		222 p	208 p	
1972 Jan		159.0	8.2	135.2 p	141.3 p	259.5 p	872	119		208 p	205 p	
Feb							873 p	126 p				

(†) New series covering SIC Orders VII-IX; previous series also included part of Order XI. (‡) Not seasonally adjusted.
(§) On a balance of payments basis. (‖) Includes payments for United States military aircraft and other balance of payments adjustments.
(¶) Includes balance of payments adjustments and allowances for factors affecting recording.
(§§) This now includes food industries.

Nationality of vessels in the sea-borne trade of the United Kingdom in 1970

THE proportion of United Kingdom trade by sea carried in United Kingdom registered ships was the same in 1970 as in 1969. The United Kingdom proportion of dry cargoes again fell and that of tanker cargoes rose, though less sharply than in 1969.

United Kingdom sea-borne trade

Proportion of cargoes carried by United Kingdom ships in terms of ton-miles.

	Percentages						Ton-mileage in 1970
	1965	1966	1967	1968	1969	1970	Th. mn. ton-miles
Dry cargoes							
Total	61	57	55	58	55	51	324.8
Identified bulk cargoes	50	46	48	50 48(†)	46(†)	41(†)	149.3(†)
Other dry cargoes	69	65	61	63 65(†)	62(†)	60(†)	175.5(†)
Tanker cargoes	36	28	29	22	29	31	831.2
All cargoes	47	40	39	33	37	37	1,156.0

(†) Revised basis.

From the above table it will be seen that the United Kingdom share in terms of ton-miles was 51 per cent for dry cargoes, 31 per cent for tanker cargoes and 37 per cent for all cargoes. The corresponding proportions by weight and value are set out in Table 1.

In the dry cargo trades the fall in the United Kingdom proportion continued in 1970 and applied both to bulk and other dry cargoes, the fall being most marked for bulk dry cargoes. Apart from 1968, when a moderate improvement occurred, there has been a downward trend in the United Kingdom share of dry cargo trade since the present statistical series was started in 1965. The rise in the share of tanker cargoes carried was much smaller than in 1969, though it was sufficient to offset the drop in the share of dry cargoes. The tanker proportion was the highest recorded during the last five years.

Tanker cargoes

While the United Kingdom proportion of tanker ton-miles only rose from 29 per cent in 1969 to 31 per cent in 1970, the ton-mileage of the British tanker fleet was nearly one sixth higher. This gain in share and in ton-mileage reflected, as did the improvement which occurred in 1969, the increased carrying capacity of the tanker fleet, which went up by about one fifth in 1970. The whole of the increase in the ton-mileage of United Kingdom tankers was accounted for by additional movements from the Persian Gulf and this played a very important part in the rise in the average length of haul of British tankers from 7,040 nautical miles in 1969 to 7,730 in 1970. The corresponding average lengths of haul for tankers of all flags showed little change at 6,640 nautical miles compared with 6,620 in 1969. The United Kingdom carried a much smaller proportion of the short haul imports from Libya and Nigeria, which increased significantly in 1970. The United Kingdom proportion for Venezuela was also lower, as were the total oil imports from that country.

In the less important export trade, tanker cargoes to Europe went up substantially, but carryings by the United Kingdom increased rather less, and their share dropped in terms both of tonnage and of ton-mileage.

Dry cargoes in bulk

Details of the bulk dry cargoes which are separately distinguished are given in the note to Table 1.

The ton-mileage of bulk dry cargoes for all flags increased considerably in 1970, from 132 to 149 thousand millions. The corresponding ton-mileage of United Kingdom ships, however, dropped slightly and there was consequently a sharp fall in the United Kingdom share. This reduction in ton-mileage is in contrast with an increase of some 6 per cent in the carrying capacity of the British tramp and bulk carrier fleet. Since there was little laid-up British shipping in 1970, it seems likely that a greater proportion of United Kingdom tramps and bulk carriers was employed in the cross trades in that year.

One element in the reduction in the United Kingdom share of bulk dry cargoes was a substantial drop in British shipping's share of iron ore imports, the most important of the dry bulk commodities in terms of weight and ton-miles. This fall in our share of the carriage of iron ore applied to most areas and particularly to imports from West Africa, Canada and Brazil.

On the other hand the United Kingdom proportion of dry cargoes exported in bulk again improved and offset to a small extent the fall on the import side, which is of course very much more important. One of the principal factors on the export side was a large increase in the British proportion of exports to Europe of sand, gravel and ballast. The British share of cement exports, which almost doubled in weight in 1970, also improved, but the share of coal exports declined.

The average length of haul of bulk dry cargoes by ships of all flags moved up from 2,490 nautical miles in 1969 to 2,660 in 1970. The corresponding average for United Kingdom vessels moved the opposite way, dropping from 2,800 to 2,680 nautical miles. This difference in movement between the British flag and all flags reflects the greater improvement shown by foreign flags on the longer routes.

Other dry cargoes

The United Kingdom proportion of dry cargoes other than bulk, mostly carried in liners, decreased in terms both of weight and of ton-mileage, and in respect of both imports and exports. The actual ton-mileage of United Kingdom ships also dropped in 1970, though there was little change in the tonnage they moved. The reasons for this fall in share and in ton-mileage performance are largely to be found in the import and export trades with North and South America and in the import trade with Australia and New Zealand. The volume of trade with South America fell, but the tonnage carried in United Kingdom vessels went down even more. A similar situation is found in exports to North America and imports from Australasia. Imports from North America went up, the total weight of dry cargoes other than bulk increasing by about a fifth, but United Kingdom carryings of such cargoes increasing by only a tenth.

The reductions in the volume of trade with South America and Australasia contributed to the fall which occurred in the average length of haul of British flag ships. In 1969 the British average for dry cargoes other than bulk was 5,310 nautical miles and in 1970 5,050. The corresponding average length of haul for all flags, which continues to be well below that of the British flag, also fell to 3,550 nautical miles in 1970 from 3,700 in 1969.

In the short sea trades United Kingdom ships improved their position both relatively and absolutely.

Trade carried under other flags

The proportions by weight and value of United Kingdom sea-borne trade carried by each of the principal flags are shown in Table 8. The flags of Norway, Liberia, the Netherlands, the Federal Republic of Germany and Greece, together with the United

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SEA-BORNE TRADE
continued

Kingdom cover nearly four-fifths of the total weight of sea-borne trade.

The proportions of the weight of cargo carried by each of the principal foreign flags in trade between the United Kingdom and countries other than their own are set out in Table 9. For a number of these flags, including of course those of convenience, their carryings to and from 'third countries' represent a very high proportion of their total cargoes in United Kingdom trades.

Important commodities in United Kingdom sea-borne trade

Tables 10 to 15 show the total weight and the United Kingdom flag proportion for the most important sea-borne cargoes for the years 1968 to 1970.

NOTES AND DEFINITIONS

Valuation

Imports are valued c.i.f. and exports f.o.b.

Weights

All weights are net tonnage, exclusive of the weight of containers, internal packing or other wrapping.

Where Customs declarations were made in units of quantity other than weight or in value only, the weight was estimated by using approximate conversion factors, fixed with the assistance of trade associations and some individual firms whose help is gratefully acknowledged.

Coverage of the figures

The analysis of exports includes re-exports for 1970 but not for previous years. In 1969, re-exports were equivalent to just over 2 per cent of exports by weight.

The analysis is based on the overseas trade statistics and covers the same field excluding certain categories of trade as follows:

1970

	Total		Imports		Exports	
	Weight (Th.tons)	Value (£mn.)	Weight (Th.tons)	Value (£mn.)	Weight (Th.tons)	Value (£mn.)
Flag information not available (†)	152	566	90	179	62	387
Air transport	444	2,271	202	1,229	242	1,042
Irish Land Boundary	1,151	160	645	88	506	72
Total	1,747	2,997	937	1,496	810	1,501
Newly-built aircraft, ships, etc. (‡)	N.A.	246	N.A.	102	N.A.	144
Grand Total		3,243		1,598		1,645

(†) Includes parcel post.
(‡) Includes electricity.

Coastal trade is excluded.

Use of provisional figures

The figures for 1967 and 1968 are uncorrected ones and correspond to those contained in the December issues of the *Overseas Trade Accounts of the United Kingdom* for those years. The figures for 1969 and 1970 take account of corrections made after the December issue of the *Overseas Trade Account* for those years.

Share of United Kingdom ships

Any measure of the share of United Kingdom ships is not the same as a measure of the share of the United Kingdom shipping industry since the latter would include the contribution of foreign ships chartered by United Kingdom shipping companies and exclude United Kingdom ships chartered to foreigners (the former being the more important). Moreover just under one-fourteenth of the tonnage of ships on the United Kingdom register in 1970 was owned in other Commonwealth countries (particularly the Bahamas and Bermuda). Further, to be of real value, an assessment of the industry's share of the carrying trade would need to take into account cargoes carried in the cross-trades as well as in voyages to and from the United Kingdom.

Ships registered in the United Kingdom

Ships owned by residents of any Commonwealth country may be registered in the United Kingdom and in December 1970 7 per cent of the tonnage on the register was owned in Commonwealth countries other than in the United Kingdom. The proportion was larger for tankers than for dry cargo vessels. Details are as follows:

Ships of 500 gross tons and over

	Mn. gross tons	Percentage
Owned in—		
United Kingdom	22.3	93.0
Bahamas and Bermuda	1.4	5.8
Other Commonwealth countries	0.3	1.2
Total	24.0	100.0

Dry cargoes and tanker cargoes

The distinction between these categories is not exact. All crude petroleum, liquid petroleum products, molasses and whale oil were classed as tanker cargoes, and all other goods as dry cargoes.

Bulk cargoes and other dry cargoes

In Tables 2 and 3, only the main bulk cargoes are distinguished, and some of the other dry cargoes' would be carried in tramps or bulk carriers. This category, therefore, approximates only very roughly to liner cargoes. The distinction between bulk, tramp and liner cargoes cannot be made accurately from the trade accounts, since the same type of goods can be carried, for example, both by liners and tramps. The list of dry cargoes regarded as bulk was slightly amended in 1968—see note to Table 1.

Short and deep sea routes

Short sea routes comprise those to European countries, and to other countries bordering the Mediterranean. Other routes are classed as deep sea routes.

Country of consignment

This is not necessarily the same as the country of loading or discharge, as, for example, in the case of landlocked countries such as Austria or Switzerland. Another important exception is represented by oil imports from Iraq 45 per cent of which were sent by pipeline to Mediterranean ports in 1970. In previous years some part of oil imports from Saudi Arabia were also moved in this way but in 1970 the quantity involved was negligible.

Balance of payments areas

The areas used in Tables 2 and 3 are the Balance of Payments areas as defined in *United Kingdom Balance of Payments*, 1970.

Previous analysis

United Kingdom trade statistics analysed by nationality of vessel were published for the years 1936, 1937, 1947, 1948 and 1949 as well as 1965, 1966, 1967, 1968 and 1969. A similar analysis was made for 1938, but not previously published until 1966, when summary figures were included in the *Board of Trade Journal* for December 30, 1966. In all cases prior to 1965, quantities were shown only for a few selected commodities, and total trade was analysed only in terms of value.

The four most recent analyses, for 1966, 1967, 1968 and 1969 were published in the issues of the *Board of Trade Journal* dated October 20, 1967, December 27, 1968, January 7, 1970 and *Trade and Industry* dated February 10, 1971 respectively.

Rounding of figures

Owing to rounding there may be minor differences between the sums of constituent items and the totals shown.

Symbols

NA means not available.
— means nil or less than half the final digit shown.

Further information

More detailed information about individual commodities and countries may be obtained, when circumstances permit, from The Controller, Statistical Office, HM Customs and Excise, Portcullis House, 27 Victoria Avenue, Southend-on-Sea, Essex SS2 6AL on payment of a fee to cover the cost of preparing the information.

TABLE 1. UNITED KINGDOM TRADE BY SEA IN 1970

Proportion of cargoes carried by UK registered ships

	Weight					Ton-miles					Value				
	1967 UK flag %	1968 UK flag %	1969	1970	All flags (mn tons)	1967 UK flag %	1968 UK flag %	1969	1970	All flags (th mn)	1967 UK flag %	1968 UK flag %	1969	1970	All flags (£ mn)
Imports															
Dry cargo															
Bulk cargo															
Old basis (‡)	46	47				50	51				37	36			
Revised basis (‡)		46	42	39	44.4		49	47	41	138.2		35	32	30	1,060
Other															
Old basis (‡)	40	39				60	58				53	52			
Revised basis (‡)		41	41	40	29.7		61	60	57	104.8		53	53	50	5,443
Total dry	43	44	42	39	74.1	55	55	53	48	242.9	51	50	50	47	6,502
Tanker cargo	28	23	27	27	122.7	28	22	29	31	813.8	28	26	29	28	937
Total	34	32	33	31	196.8	36	30	34	35	1,056.8	48	46	47	45	7,439
Exports (†)															
Dry cargo															
Bulk cargo															
Old basis (‡)	17	28				23	28				19	24			
Revised basis (‡)		33	38	47	11.8		29	33	35	11.1		19	29	26	74
Other															
Old basis (‡)	44	47				61	70				57	56			
Revised basis (‡)		46	47	45	19.7		70	66	64	70.7		56	54	52	6,178
Total dry	38	42	44	46	31.6	57	66	62	60	81.8	57	56	54	52	6,252
Tanker cargo	68	51	54	49	17.9	64	49	49	48	17.3	69	52	55	50	165
Total	48	45	47	47	49.4	58	63	60	58	99.1	57	55	54	52	6,417
All cargo (†)															
Dry cargo															
Bulk cargo															
Old basis (‡)	42	45				48	50				36	35			
Revised basis (‡)		44	41	40	56.2		48	46	41	149.3		34	32	30	1,133
Other															
Old basis (‡)	42	42				61	63				55	54			
Revised basis (‡)		43	43	42	49.5		65	62	60	175.5		54	54	51	11,621
Total dry	42	43	42	41	105.7	55	58	55	51	324.8	53	52	52	49	12,754
Tanker cargo	32	27	30	29	140.5	29	22	29	31	831.2	34	29	32	31	1,102
Total	36	34	35	35	246.2	39	33	37	37	1,156.0	52	50	50	48	13,856

(†) Excluding re-exports for the years 1967, 1968 and 1969.
(‡) In 1968 the commodities treated as bulk cargoes were revised. In 1967 bulk cargo imports included unmilled cereals; raw sugar; wood, lumber and cork; pulp and waste paper; iron and manganese ores and concentrates; crude simply prepared fertilisers; esparto grass; cement. These were all treated as bulk in 1968 except that wood lumber and cork were replaced by pit props, poles, etc. and coniferous wood. In addition the following commodities were treated as bulk cargoes: feeding stuffs for animals other than oil cake; sulphur and iron pyrites; scrap and waste metal of iron and steel; bauxite and concentrates; plywood and newsprint. The only change in bulk export was by the addition of unmilled cereals, sand, gravel and ballast.

TABLE 2. UNITED KINGDOM IMPORTS BY SEA IN 1970

Balance of payments areas

Weight

	All Areas		Sterling		North America		Western Europe		Latin America		Other Non-Sterling	
	All flags (Th tons)	UK flag %	All flags (Th tons)	UK flag %	All flags (Th tons)	UK flag %	All flags (Th tons)	UK flag %	All flags (Th tons)	UK flag %	All flags (Th tons)	UK flag %
I. Dry cargo												
Food beverages and tobacco (†)												
Total	20,197	41	7,498	61	5,429	31	4,955	28	680	41	1,635	23
Bulk cargo (‡)	11,827	35	3,843	55	4,711	28	2,186	27	400	22	688	9
Other dry cargo	8,370	49	3,655	68	718	50	2,769	28	280	68	947	33
Basic materials and dry cargo fuels (§)												
Total	38,723	41	4 208	56	7,784	43	13,234	33	3,521	30	9,976	49
Bulk cargo (‖)	31,035	40	1,515	40	6,534	44	10,668	33	3,210	28	9,102	50
Other dry cargo	7,688	46	2,693	65	1,250	42	2,566	30	305	56	874	37
Manufactures, etc. (¶)												
Total	15,199	31	1,441	53	3,953	33	8,256	25	152	71	1,397	27
Bulk cargo (††)	1,508	31	96	86	592	28	652	24	11	53	157	39
Other dry cargo	13,691	30	1,345	51	3,361	34	7,604	25	141	72	1,240	26
All dry cargo												
Total	74,120	39	13,147	59	17,166	37	26,445	29	4,353	33	13,008	43
Bulk cargo	44,371	39	5,454	52	11,836	37	13,505	32	3,627	27	9,947	47
Other dry cargo	29,749	40	7,693	64	5,330	38	12,940	27	726	64	3,061	31
II. Tanker cargo												
Total	122,654	27	68,727	25	308	12	16,683	30	6,277	22	30,659	30
III. All cargo												
Total	196,774	31	81,874	30	17,474	37	43,128	30	10,630	26	43,667	34

(†) SITC Sections 0 and 1.
(‡) Unmilled cereals, raw sugar, feeding stuff for animals other than oil cake.
(§) SITC Sections 2–4.
(‖) Pitprops; poles, etc.; coniferous wood; pulp and waste paper; crude or simply prepared fertilisers; sulphur and iron pyrites; iron and manganese ores and concentrates; scrap and waste metal of iron and steel; bauxite and concentrates; esparto grass.
(¶) SITC Sections 5–9, excluding parcel post.
(††) Plywood; newsprint; cement.

(continued on next page)

SEA-BORNE TRADE
continued

TABLE 3. UNITED KINGDOM EXPORTS BY SEA IN 1970

Balance of payments areas

Weight

	All Areas		Sterling		North America		Western Europe		Latin America		Other Non-Sterling	
	All flags (Th tons)	UK flag %	All flags (Th tons)	UK flag %	All flags (Th tons)	UK flag %	All flags (Th tons)	UK flag %	All flags (Th tons)	UK flag %	All flags (Th tons)	UK flag %
I. Dry cargo												
Food, beverages and tobacco (†)												
Total	2,119	37	465	64	354	24	1,058	27	43	64	200	44
Bulk cargo (††)	230	20	8	26	—	24	222	20	—	100	—	85
Other dry cargo	1,889	39	456	65	354	24	836	29	43	63	200	44
Basic materials and dry cargo fuels (§)												
Total	13 923	47	763	68	292	42	12,428	47	54	33	385	25
Bulk cargo (‖)	10,854	48	268	81	139	39	10,185	49	32	17	231	11
Other dry cargo	3,069	42	495	62	153	45	2,244	37	22	57	155	47
Manufactures, etc. (¶)												
Total	15,517	46	4,882	67	1,895	38	6,226	33	616	56	1,898	44
Bulk cargo (††)	734	34	340	48	78	17	144	37	4	51	169	13
Other dry cargo	14,783	47	4,542	70	1,817	39	6,082	33	612	56	1,729	48
All dry cargo												
Total	31,559	46	6,110	67	2,541	37	19,713	41	713	55	2,483	41
Bulk cargo	11,819	47	616	62	217	31	10,550	48	36	21	400	12
Other dry cargo	19,740	46	5,494	69	2,324	37	9,163	33	677	56	2,083	47
II. Tanker cargo												
Total	17,889	49	2,344	46	815	15	14,188	52	159	18	384	62
III. All cargo												
Total	49,448	47	8,454	62	3,356	32	33,901	45	872	48	2,867	45

(†) SITC Sections 0 and 1.
(‡) Cereals, unlimited.
(§) SITC Sections 2–4.
(‖) Clay; coal, coke and briquettes; sand, gravel and ballast.
(¶) SITC Sections 5–9, excluding parcel post.
(††) Cement.

TABLE 4. UNITED KINGDOM IMPORTS BY SEA IN 1970

Principal countries from which consigned
Proportion of weight of cargo carried by UK registered ships

Weight

	Total				Dry cargo				Tanker			
	1968	1969	1970		1968	1969	1970		1968	1969	1970	
Country or area from which consigned	UK flag %			All flags (th. tons)	UK flag %			All flags (th. tons)	UK flag %			All flags (th. tons)
Near and Short Sea Trades												
Grand Total	27	26	23	83,033	31	29	29	35,304	24	23	19	47,732
Irish Republic	56	36	30	4,578	53	46	41	1,139	63	31	27	3,438
European Economic Community												
Total	32	33	34	24,731	34	36	39	9,790	30	31	31	14,940
France	29	26	30	4,827	35	30	31	2,396	25	22	28	2,431
Belgium and Luxembourg	49	53	45	2,191	49	58	52	1,164	49	50	38	1,026
Netherlands	33	37	39	10,767	33	37	42	3,964	33	36	37	6,803
Western Germany	34	40	36	2,322	29	32	33	1,449	43	55	41	873
Italy	25	21	21	4,624	27	30	36	817	24	19	18	3,807
Scandinavia and Baltic												
Total	30	26	24	18,927	29	26	23	18,142	38	33	31	785
Denmark	13	13	15	1,029	13	14	15	993	19	7	2	36
Norway	30	35	35	4,791	31	35	36	4,595	28	26	11	196
Sweden	37	28	21	5,547	36	26	18	5,246	59	73	74	301
Finland	11	10	9	2,986	11	11	10	2,743	9	1	—	243
Iceland	2	1	—	62	2	1	—	61	—	—	—	1
USSR	37	33	32	3,347	37	33	32	3,338	—	—	—	9
Poland	18	19	16	791	18	19	16	791	—	—	—	—
Eastern Germany	3	3	4	375	3	3	4	375	—	—	—	—
Iberia and Mediterranean												
Total	20	18	14	34,803	26	26	26	6,233	19	18	11	28,569
Spain	22	27	27	2,444	41	33	36	1,758	5	5	5	686
Portugal	14	12	18	637	14	12	17	475	4	19	18	162
Austria	20	35	32	268	20	35	32	268	—	—	—	—
Switzerland	49	58	57	139	49	60	57	139	—	—	23	—
Greece	16	12	18	230	12	17	18	230	84	—	—	—
Turkey	22	22	30	152	26	27	24	116	12	13	50	37
Yugoslavia	30	12	14	176	28	21	24	94	32	—	4	82
Libya	17	14	9	23,724	—	34	83	1	17	14	9	23,724
Algeria	55	48	36	2,070	53	61	56	81	55	46	36	1,989
Morocco	16	13	14	1,290	16	13	14	1,270	—	—	—	20
Tunisia	14	52	43	174	38	75	60	125	—	—	—	50
Egypt	3	30	11	535	7	9	7	63	2	36	11	473
Israel	18	22	20	732	35	31	29	518	—	—	—	214
Iraq (†)	34	31	16	1,104	—	—	—	—	34	31	16	1,104
Saudi Arabia (†)	21	24	—	—	—	—	—	—	21	24	—	—
Other countries (‡)	14	13	17	1,128	13	12	16	1,098	69	84	40	30

TABLE 4—*continued*

Weight

Country or area from which consigned	Total				Dry cargo				Tanker			
	1968	1969	1970		1968	1969	1970		1968	1969	1970	
	UK flag %			All flags (th. tons)	UK flag %			All flags (th. tons)	UK flag %			All flags (th. tons)
Deep Sea Trades												
Grand Total	36	38	37	113,738	58	55	49	38,816	23	29	31	74,922
Central and West Africa												
Total	67	50	39	14,058	80	72	67	5,955	26	25	18	8,103
Nigeria	41	30	22	8,097	79	71	72	504	26	25	19	7 593
Ghana	36	34	33	496	37	34	33	496	—	—	—	—
Gambia and Sierra Leone	64	74	56	214	64	74	56	214	—	—	—	—
Liberia	99	80	76	2,050	99	80	76	2,050	—	—	—	—
Other countries (§)	76	72	58	3,201	80	75	67	2,691	29	23	8	510
South and East Africa												
Total	57	57	59	2,884	58	59	60	2,817	30	27	35	67
Republic of South Africa	56	60	66	1,724	57	60	66	1,702	31	33	84	22
Kenya	70	79	67	117	76	78	78	101	22	100	—	16
Zambia, Malawi and Rhodesia	85	87	94	208	85	87	94	208	—	—	—	—
Mauritius and Seychelles	25	29	20	403	26	28	20	403	—	35	—	—
Other countries (‖)	70	52	51	431	72	57	53	402	50	—	17	29
Persian Gulf and Indian Ocean												
Total	22	31	35	59,725	48	52	49	1,024	21	30	34	58,701
Republic of South Yemen	29	47	52	828	10	26	96	1	29	47	52	827
Saudi Arabia and Yemen (¶)	21	24	37	14,945	—	47	74	—	21	24	37	14,944
Iraq (¶)	34	31	16	1,354	13	41	24	5	34	31	16	1,349
Iran	23	23	25	9,100	19	31	40	29	23	23	25	9,072
India	47	47	46	599	42	46	43	558	82	48	88	41
Pakistan	40	51	48	242	45	48	44	226	—	57	100	16
Ceylon	91	92	83	151	91	92	95	118	—	—	42	32
Burma	47	54	37	83	47	54	37	83	—	—	—	—
Other countries (††)	20	34	36	32,422	70	31	60	3	20	34	36	32,419
Far East												
Total	68	72	74	1,391	73	75	75	1,346	11	49	43	45
Malaysia	83	88	91	606	95	95	91	597	14	64	100	9
Thailand	95	94	97	29	95	94	97	29	—	—	—	—
Philippines	49	44	59	93	49	44	59	93	—	—	—	—
Hong Kong	95	93	91	107	95	93	91	107	—	—	—	—
China	39	43	26	172	39	43	26	172	—	—	—	—
Japan	58	67	76	275	58	67	76	275	—	—	—	—
Other countries (‡‡)	26	26	40	109	37	44	46	73	—	—	28	36
Australasia												
Total	79	69	60	4,676	80	69	61	4,647	12	100	33	29
Australia	74	63	54	3,758	75	63	54	3,729	12	100	33	29
New Zealand	99	99	97	761	99	99	97	761	—	—	—	—
British Islands in Pacific	63	47	37	157	63	47	37	157	—	—	—	—
North America												
Total	47	42	37	17,474	43	43	37	17,166	15	11	12	308
United States of America	31	29	27	6,502	34	32	28	6,209	15	11	13	292
Canada	48	50	42	10,973	58	50	42	10,957	44	3	—	16
Central and South America												
Total	29	31	26	10,280	35	46	33	4,319	26	23	20	5,962
Mexico	31	3	13	154	34	4	2	102	—	—	—	52
Panama	40	83	41	1	14	54	41	1	41	100	—	—
Colombia	19	54	19	72	40	54	39	35	15	—	—	36
Venezuela	21	20	19	7,384	2	11	19	1,711	25	22	19	5,673
Peru	72	70	45	237	58	69	40	79	80	71	48	158
Chile	85	82	80	150	85	82	80	150	—	—	—	—
Brazil	70	77	40	1,727	69	77	41	1,685	100	—	—	42
Argentina	63	56	45	449	63	56	45	449	—	—	100	—
Other countries (§§)	71	85	69	107	76	85	69	107	—	—	—	—
West Indies												
Total	54	50	51	3,250	66	63	65	1,543	47	40	39	1,707
Trinidad	57	48	43	832	63	46	56	333	55	49	35	499
Jamaica	74	69	70	427	75	69	71	421	—	50	3	5
Guyana	68	70	69	268	68	67	69	268	—	100	—	—
Other Commonwealth West Indies	74	76	75	388	74	77	77	344	—	1	59	43
Netherlands Antilles	34	28	35	985	39	44	47	141	33	26	33	844
Cuba	71	59	52	348	1	4	—	32	76	61	57	316
Other countries (‖‖)	4	8	22	2	2	40	22	2	—	—	—	—

(†) Tanker cargo assumed to be shipped from Eastern Mediterranean ports (see Note ¶).
(‡) Gibraltar, Malta, Cyprus, Hungary, Czechoslovakia, Albania, Bulgaria, Romania Syria, Lebanon.
(§) Angola, Cape Verde Islands, Mauritania, Senegal, Mali, Guinea Ivory Coast, Upper Volta, Niger, Togo, Dahomey, Cameroon, Gabon, Congo (Brazzaville), Congo (Kinshasha, formerly Leopoldville), Rwanda Burundi, Central Africa Republic, Chad, Spanish West Africa.
(‖) Uganda, Lesotho (formerly Basutoland), Botswana (formerly Bechuanaland), Swaziland, Portuguese East Africa, Malagasy Republic, Somali Republic, French Somaliland, Ethiopia, Sudan, Comoro Islands and Reunion, Tanzania.
(¶) Tanker cargo assumed to be shipped from the Persian Gulf (see Note †).
(††) Bahrain, Qatar, Abu Dhabi and other Trucial States, Jordan, Muscat and Oman, Kuwait, Afghanistan.
(‡‡) Indonesia, Portuguese Timor, Macao, French possessions in the Pacific, Republic of Vietnam, North Vietnam, Laos, Cambodia, Formosa, Republic of Korea, North Korea, People's Republic of Mongolia.
(§§) Guatemala, Honduras, Nicaragua, Costa Rica, El Salvador, Ecuador, Bolivia, Uruguay, Paraguay.
(‖‖) Haiti, Dominican Republic.

(*continued on next page*)

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TABLE 5. UNITED KINGDOM EXPORTS BY SEA IN 1970

Principal countries to which consigned
Proportion of weight of cargo carried by UK registered ships

Country or area to which consigned	Total				Dry cargo				Tanker			
	1968	1969	1970		1968	1969	1970		1968	1969	1970	
	UK flag %			All flags (th. tons)	UK flag %			All flags (th. tons)	UK flag %			All flags (th. tons)
Near and Short Sea Trades												
Grand Total	40	43	44	38,788	30	34	41	22,406	54	58	51	16,382
Irish Republic	52	47	42	3,224	39	42	41	1,236	70	51	43	1,988
European Economic Community												
Total	39	43	51	15,354	38	43	52	12,634	42	43	44	2,721
France	49	59	55	2,209	50	59	54	2,112	11	57	64	96
Belgium and Luxembourg	51	65	56	2,221	55	72	67	1,626	38	11	25	594
Netherlands	40	36	63	5,640	46	34	68	4,331	31	44	48	1,309
Western Germany	36	42	38	4,015	30	40	36	3,402	55	54	51	613
Italy	25	17	23	1,270	16	16	23	1,162	63	21	28	108
Scandinavia and Baltic (†)												
Total	42	46	43	16,110	17	15	16	5,378	58	63	56	10,732
Denmark	46	51	47	4,562	18	15	17	690	54	58	53	3,872
Norway	47	44	42	3,373	24	19	19	1,787	77	72	68	1,586
Sweden	42	48	45	6,751	10	12	16	1,578	56	65	55	5,173
Finland	15	15	13	860	14	14	12	824	37	24	26	37
Iceland	41	56	57	85	1	4	5	25	63	88	79	60
USSR	15	21	14	224	15	21	13	222	6	7	39	2
Poland	29	25	19	203	29	25	20	201	22	40	6	2
Eastern Germany	1	6	5	51	1	6	5	51	—	—	67	—
Iberia and Mediterranean												
Total	28	29	29	4,100	25	27	29	3,158	41	40	31	941
Spain	16	14	21	1,424	14	15	17	892	20	14	27	533
Portugal	31	30	26	538	24	28	24	345	46	36	28	193
Austria	41	50	56	169	41	49	52	154	—	70	99	15
Switzerland	35	37	42	427	35	37	42	406	68	57	40	22
Greece	40	23	23	244	23	20	23	217	85	42	18	26
Turkey	33	26	24	111	29	25	25	106	94	33	11	5
Yugoslavia	35	42	36	86	25	37	38	80	53	72	10	6
Libya	46	43	53	65	35	36	47	56	93	77	90	9
Algeria	33	34	19	105	33	33	19	105	—	42	—	—
Lebanon	41	35	36	93	41	32	32	68	48	57	47	25
Egypt	37	50	41	89	16	14	21	55	66	98	76	34
Israel	36	39	40	172	36	38	40	170	40	79	62	2
Other countries (‡)	33	37	33	576	29	34	35	505	46	43	19	71
Deep Sea Trades												
Grand Total	59	60	57	10,661	64	65	61	9,154	36	31	34	1,507
Central and West Africa												
Total	58	65	62	1,307	61	66	60	1,010	51	57	69	297
Nigeria	73	72	67	601	76	76	66	560	65	45	87	41
Ghana	69	70	69	116	69	70	69	111	74	76	85	5
Gambia and Sierra Leone	49	74	82	64	72	76	77	46	18	58	96	18
Other countries (§)	41	48	52	526	32	41	43	293	51	65	63	233
South and East Africa												
Total	81	74	67	1,246	85	78	68	1,141	56	48	50	105
Republic of South Africa	80	70	59	822	85	73	62	743	42	41	37	79
Kenya	92	93	89	131	90	91	89	114	99	100	85	18
Zambia, Malawi and Rhodesia	91	90	92	93	91	90	92	93	—	92	99	—
Other countries (‖)	74	68	70	199	77	78	69	192	59	23	95	7
Persian Gulf and Indian Ocean												
Total	65	65	62	1,139	65	65	62	1,110	70	66	62	29
Republic of South Yemen	77	91	84	10	76	91	84	10	86	92	94	1
Saudi Arabia and Yemen	67	65	68	62	68	65	68	56	61	68	64	6
Iraq	72	75	77	71	71	74	77	70	95	100	85	—
Iran	62	67	69	172	62	66	68	168	64	94	85	4
India	48	41	43	206	48	41	43	203	58	44	30	3
Pakistan	66	65	64	214	66	66	64	213	77	58	48	1
Ceylon	82	79	79	111	82	79	79	111	—	94	100	1
Burma	55	67	61	22	55	67	62	21	56	74	34	1
Other countries (¶)	69	63	60	270	69	64	60	257	70	58	59	14
Far East												
Total	82	80	78	1,240	82	80	78	1,169	83	83	79	71
Malaysia	97	97	90	347	97	97	90	325	95	97	99	22
Thailand	93	95	93	103	92	96	93	102	99	97	98	1
Philippines	91	94	82	72	91	94	82	71	—	88	69	1
Hong Kong	96	97	97	269	96	97	97	268	81	90	97	1
China	39	40	22	154	39	40	22	154	100	—	100	—
Japan	84	68	70	183	84	69	71	178	89	56	42	5
Other countries (††)	63	65	70	112	64	66	69	71	47	63	72	41
Australasia												
Total	95	86	90	994	95	86	91	984	77	98	68	11
Australia	94	83	88	633	94	83	88	628	87	99	62	6
New Zealand	96	90	94	336	97	90	95	331	65	97	76	5
British Islands in Pacific	98	94	96	25	98	94	96	25	—	100	100	—
North America												
Total	35	38	33	3,356	38	45	37	2,541	28	23	15	815
United States of America	30	31	24	2,588	33	36	27	1,901	25	23	16	687
Canada	63	68	57	767	58	68	66	640	100	78	12	128

TABLE 5—*continued*

Country or area to which consigned	Total				Dry cargo				Tanker			
	1968	1969	1970		1968	1969	1970		1968	1969	1970	
	UK flag %			All flags (th. tons)	UK flag %			All flags (th. tons)	UK flag %			All flags (th. tons)
Central and South America												
Total	69	62	52	791	71	66	60	633	56	21	18	159
Mexico	60	69	77	45	60	69	77	44	—	96	93	—
Venezuela	66	61	51	95	66	61	51	95	71	94	94	—
Peru	87	80	77	29	87	80	78	29	—	92	8	—
Chile	88	77	78	42	88	77	78	42	—	100	91	—
Brazil	72	49	35	282	84	62	51	142	56	20	19	140
Argentine	67	74	66	153	67	74	66	153	—	69	68	—
Other countries (††)	65	53	49	144	65	53	55	127	73	67	4	17
West Indies												
Total	63	60	65	588	64	65	64	568	42	26	92	20
Trinidad	65	65	77	133	64	64	74	117	76	87	97	16
Jamaica	75	79	72	122	75	79	72	121	80	81	90	1
Guyana	61	60	62	59	60	60	62	57	84	78	75	2
Other Commonwealth countries	73	82	80	160	77	82	30	159	8	93	68	1
Netherlands Antilles	49	26	49	34	48	46	48	34	54	20	79	1
Other countries (§§)	18	11	15	80	18	11	15	80	6	5	44	—

(†) Includes exports for the use of oil rigs on the North Sea continental shelf.
(‡) Gibraltar, Malta, Cyprus, Hungary, Czechoslovakia, Albania, Bulgaria, Romania, Morocco, Tunisia, Syria.
(§) Angola, Cape Verde Islands, Mauritania, Senegal, Mali, Guinea, Liberia, Ivory Coast, Upper Volta, Niger, Togo, Dahomey, Cameroon, Gabon, Congo (Brazzaville), Congo (Kinshasa, formerly Leopoldville), Rwanda, Burundi, Central African Republic, Chad, Spanish West Africa.
(‖) Tanzania, Uganda, Mauritius, Seychelles, Lesotho (formerly Basutoland), Botswana (formerly Bechuanaland), Swaziland, Portuguese East Africa, Malagasy Republic, Somali Republic, French Somaliland, Ethiopia, Sudan, Comoro Islands and Reunion.
(¶) Bahrain, Qatar, Abu Dhabi and other Trucial States, Jordan, Muscat and Oman, Kuwait, Afghanistan.
(††) Indonesia, Portuguese Timor, Macao, French possessions in the Pacific, Republic of Vietnam, North Vietnam, Laos, Cambodia, Formosa, Republic of Korea, North Korea, People's Republic of Mongolia.
(‡‡) Guatemala, Honduras, Nicaragua, Costa Rica, Panama, Colombia, El Salvador, Ecuador, Bolivia, Uruguay, Paraguay.
(§§) Haiti, Dominican Republic, Cuba.

TABLE 6. UNITED KINGDOM TRADE BY SEA IN 1970
Proportion of ton-miles(†) by United Kingdom registered ships

Ton-miles

	All routes		1970	Short sea		1970	Deep sea		1970
	UK flag percentage		All flags	UK flag percentage		All flags	UK flag percentage		All flags
	1969	1970	(Th mn)	1969	1970	(Th mn)	1969	1970	(Th mn)
Imports									
Bulk cargo	47	41	138.2	30	27	20.0	51	43	118.2
Other dry cargo	60	57	104.8	22	24	14.5	66	62	90.2
Total dry cargo	53	48	242.9	27	25	34.5	58	52	208.4
Tanker cargo	29	31	813.8	19	13	88.8	30	33	725.1
Total	34	35	1,056.8	21	23	123.3	36	37	933.5
Exports									
Bulk cargo	33	35	11.1	23	27	6.8	52	49	4.3
Other dry cargo	66	64	70.7	28	31	9.9	72	69	60.8
Total dry cargo	62	60	81.8	26	29	16.7	71	68	65.1
Tanker cargo	49	48	17.3	58	51	10.8	38	42	6.5
Total	60	58	99.1	57	38	27.5	68	66	71.6
All trades (‡)									
Bulk cargo	46	41	149.3	29	27	26.8	51	44	122.4
Other dry cargo	62	60	175.5	25	27	24.4	68	65	151.1
Total dry cargo	55	51	324.8	27	27	51.2	61	56	273.6
Tanker cargo	29	31	831.2	22	17	99.6	30	33	731.5
Total	37	37	1,156.0	24	21	150.8	39	40	1,005.1

(†) Nautical. (‡) Excluding re-exports in 1969.

(continued on next page)

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SEA-BORNE TRADE
continued

TABLE 7. UNITED KINGDOM TRADE BY SEA IN 1970
Average length of haul

Nautical miles per ton of cargo

	All flags					UK flag				
		Dry cargo					Dry cargo			
	Total	Total	Bulk	Other	Tanker	Total	Total	Bulk	Other	Tanker
Imports										
Short sea	1,430	980	1,050	890	1,860	1,080	890	950	810	1,300
Deep sea	8,210	5,370	4,650	6,720	9,680	8,200	5,720	4,520	7,540	10,190
Total	5,370	3,280	3,110	3,520	6,640	5,990	4,030	3,320	5,070	7,730
Exports										
Short sea	710	750	620	870	660	600	550	350	830	660
Deep sea	6,710	7,110	5,470	7,260	4,300	7,730	7,950	6,930	8,000	5,330
Total	2,000	2,590	940	3,580	980	2,450	3,380	700	5,030	930
All trades										
Short sea	1,240	890	890	880	1,550	850	730	660	820	990
Deep sea	8,080	5,700	4,680	6,930	9,580	8,140	6,220	4,580	7,730	10,080
Total	4,700	3,070	2,660	3,550	5,920	5,020	3,810	2,680	5,050	6,280

TABLE 8. UNITED KINGDOM TRADE BY SEA IN 1970
Proportion carried by principal flags

Percentages

	Total all cargo		Total dry cargo		Bulk		Other		Tanker	
Country of flag	Weight	Value	Weight	Value	Weight	Value	Weight	Value	Weight	Value
Imports										
UK	31.3	44.6	39.1	47.0	38.6	30.1	39.7	50.3	26.6	27.7
Liberia	16.3	3.9	6.4	1.4	9.3	5.1	2.2	0.6	22.2	21.0
Norway	13.8	7.4	10.9	6.3	11.8	11.4	9.4	5.4	15.6	15.0
Netherlands	5.7	7.3	7.0	7.5	5.0	6.7	10.0	7.7	4.8	5.7
Western Germany	5.4	10.2	10.1	11.2	8.1	12.5	13.1	11.0	2.6	2.9
Greece	4.6	2.0	3.4	1.6	4.3	4.2	2.1	1.0	5.4	5.3
Sweden	3.9	4.1	5.5	4.3	6.5	7.4	4.1	3.7	2.8	2.9
France	3.1	2.5	1.5	2.3	1.4	0.9	1.7	2.6	4.1	3.8
Panama	2.8	0.7	0.8	0.2	1.2	0.6	0.3	0.1	4.0	3.7
Denmark	2.1	4.1	2.5	4.3	1.3	2.9	4.2	4.7	1.9	2.0
Italy	2.0	0.7	1.4	0.5	1.8	1.2	0.8	0.3	2.3	2.4
Finland	1.4	1.4	1.8	1.4	1.9	5.1	1.7	0.8	1.2	1.3
USSR	1.1	1.3	2.2	1.4	3.0	4.6	1.1	0.7	—	0.4
Japan	0.9	0.4	0.1	0.3	—	—	0.1	0.3	1.4	1.3
Belgium	0.7	0.6	0.2	0.6	0.1	0.1	0.3	0.7	1.0	1.0
Republic of Korea	0.6	0.1	0.1	—	0.1	—	—	—	0.9	0.8
Yugoslavia	0.5	0.2	0.3	0.2	0.3	0.3	0.3	0.2	0.6	0.6
USA	0.4	2.3	0.4	2.6	0.1	0.2	0.8	3.0	0.4	0.4
Spain	0.4	0.6	0.8	0.7	0.3	0.5	1.4	0.8	0.2	0.2
Eastern Germany	0.2	0.5	0.5	0.6	0.3	0.6	0.7	0.5	—	—
Other	2.9	5.1	5.0	5.6	4.6	5.6	6.0	5.6	2.0	1.7
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Exports										
UK	47.2	51.9	45.9	51.9	47.0	25.8	45.2	52.2	49.4	50.1
Western Germany	9.2	10.4	13.1	10.6	15.1	21.4	11.9	10.5	2.2	3.4
Norway	8.7	4.1	5.7	3.8	6.7	8.3	5.1	3.8	13.8	14.4
Netherlands	8.1	7.3	10.2	7.4	10.0	19.5	10.4	7.2	4.3	4.8
Sweden	3.8	3.9	4.1	3.9	1.7	1.7	5.5	3.9	3.4	3.9
Greece	3.4	1.3	1.5	1.2	1.0	1.3	1.8	1.2	6.8	4.9
Denmark	2.8	2.4	3.3	2.4	3.4	5.8	3.3	2.4	1.9	1.8
Liberia	2.5	0.7	1.3	0.7	1.4	1.3	1.3	0.7	4.6	3.5
Panama	2.1	0.2	0.9	0.2	1.4	1.8	0.6	0.2	4.1	3.3
Belgium	1.6	0.8	1.0	0.7	2.2	1.6	0.3	0.7	2.6	2.1
France	1.5	2.4	1.9	2.4	2.5	2.4	1.4	2.4	0.8	0.8
Finland	1.1	1.0	0.9	1.0	0.4	0.7	1.1	1.0	1.5	1.4
USA	1.0	3.0	0.9	3.0	0.1	0.2	1.4	3.0	1.2	0.9
Spain	1.0	0.7	1.4	0.7	1.7	3.5	1.2	0.7	0.3	0.7
Italy	0.9	0.2	0.5	0.1	1.0	0.5	0.3	0.1	1.6	1.4
Irish Republic	0.8	1.2	1.1	1.3	0.3	0.8	1.5	1.3	0.4	0.4
USSR	0.5	1.1	0.6	1.2	0.3	0.4	0.8	1.2	0.2	0.3
Republic of South Africa	0.4	0.8	0.6	0.8	—	—	1.0	0.8	—	—
Other	3.4	6.6	5.1	6.7	3.8	2.9	5.9	6.8	0.8	1.9
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0

TABLE 9. UNITED KINGDOM TRADE BY SEA

Tonnage carried by principal foreign flags—proportion carried in trade with countries other than country of flag

Weight

Flag	Imports				Exports			
	1968	1969	1970	1970 flag total (th. ton)	1968	1969	1970	1970 flag total (th. ton)
Dry cargo								
W. Germany	92	92	92	7,491	74	78	74	4,138
Norway	77	74	80	8,027	53	46	45	1,805
Netherlands	69	70	75	5,197	77	52	71	3,228
Sweden	32	37	44	4,091	48	41	61	1,296
Liberia	100	99	98	4,755	100	100	100	424
Greece	96	97	98	2,521	94	94	91	475
Denmark	64	65	64	1,829	76	74	76	1,055
USSR	17	19	15	1,641	24	31	20	203
France	63	62	65	1,142	28	47	65	583
Finland	22	21	22	1,347	14	20	13	268
Italy	80	82	94	1,028	34	21	28	174
Spain	17	20	52	575	45	46	50	444
Panama	100	100	100	621	98	100	100	281
Irish Republic	32	28	34	406	30	11	7	342
USA	30	36	8	286	25	17	6	295
Poland	10	18	32	348	36	3	16	114
Belgium	80	86	81	132	86	92	93	325
E. Germany	82	86	83	342	65	65	61	64
Republic of South Africa	14	24	20	187	14	8	6	200
Bulgaria	69	80	76	208	77	73	95	177
India	27	36	15	253	8	22	10	97
Cyprus	73	81	92	225	98	99	99	127
Yugoslavia	80	67	84	220	61	50	53	67
Kuwait	100	100	100	196	23	78	73	67
Nigeria	30	33	42	134	43	41	22	98
Tanker								
Liberia	100	100	100	27,295	100	100	100	820
Norway	100	100	100	19,072	92	84	88	2,475
Greece	100	99	100	6,619	100	99	100	1,212
Netherlands	80	90	89	5,941	61	65	82	776
Panama	100	100	100	4,906	100	100	100	741
France	86	90	96	5,036	89	75	86	143
Sweden	99	100	100	3,471	48	27	37	601
W. Germany	98	96	98	3,143	75	86	90	402
Italy	94	87	81	2,857	94	99	100	288
Denmark	99	99	99	2,378	29	76	74	334
Belgium	100	97	100	1,192	75	84	96	460
Japan	100	100	100	1,728	57	32	—	1
Finland	88	77	87	1,419	91	84	98	271
Republic of Korea	100	100	100	1 053	—	—	—	—
Yugoslavia	72	96	98	785	37	39	93	44
Kuwait	34	53	79	792	57	40	50	6
USA	48	97	100	491	11	15	84	219
USSR	94	98	98	451	89	97	97	37
India	100	100	98	292	41	—	—	2
Spain	—	21	47	199	2	1	66	56

TABLE 10. UNITED KINGDOM IMPORTS BY SEA 1968, 1969 AND 1970

Cereals, unmilled (including cereals for sowing)

Weight

Country or area from which consigned	All flags (thousand tons)			UK flag (per cent)		
	1968	1969	1970	1968	1969	1970
Belgium	120	162	135	48	49	34
France	494	994	910	35	31	24
Netherlands	1,436	983	591	45	43	43
Romania	284	245	178	—	1	—
Spain	99	300	40	7	9	57
Sweden	113	227	145	3	2	3
Other European countries	261	508	582	2	4	7
South Africa	849	247	327	41	48	71
Australia	362	1,033	1,459	73	58	49
Canada	1,579	1,695	2,304	44	31	30
USA	2,146	1,867	2,276	25	26	26
Argentine	85	319	242	50	36	22
Other Western Hemisphere countries	13	2	..	13	91	100
Other countries	210	128	138	58	61	28
Total	8,051	8,710	9,327	36	32	31

TABLE 11. UNITED KINGDOM IMPORTS BY SEA IN 1968, 1969 AND 1970

Wood, lumber and cork

Weight

Country or area from which consigned	All flags (thousand tons)			UK flags (per cent)		
	1968	1969	1970	1968	1969	1970
Finland	1,042	986	985	5	4	2
Sweden	1,202	1,101	973	7	7	15
Norway	39	40	38	46	46	35
USSR	1,302	1,215	1,069	1	2	3
Poland, E. Germany	287	226	278	1	1	..
Other European countries	357	359	356	11	10	13
Canada	812	499	841	21	28	27
USA	37	28	45	46	48	44
Brazil	147	87	78	43	36	30
West & Central Africa	378	366	302	79	71	73
Malaysia	153	130	158	94	97	80
Other countries	81	79	79	71	67	76
Total	5,837	5,117	5,203	17	16	18

TABLE 12. UNITED KINGDOM IMPORTS BY SEA IN 1968, 1969 AND 1970

Pulp and waste paper

Weight

Country or area from which consigned	All flags (thousand tons)			UK flags (per cent)		
	1968	1969	1970	1968	1969	1970
Finland	710	724	548	5	5	5
Sweden	1,054	969	889	12	6	3
Norway	832	809	557	37	32	26
Portugal	108	120	113	16	11	13
USSR	35	23	11	1	—	1
Other European countries	91	110	75	8	9	11
South Africa	133	138	159	98	93	95
Canada	268	281	383	18	27	30
USA	244	231	323	50	39	23
Other countries	49	48	44	44	26	19
Total	3,524	3,452	3,100	23	20	18

TABLE 13. UNITED KINGDOM IMPORTS BY SEA IN 1968, 1969 AND 1970

Iron ore†

Weight

Country or area from which consigned	All flags (thousand tons)			UK flag (per cent)		
	1968	1969	1970	1968	1969	1970
Norway	963	2,065	2,500	57	57	54
Sweden	4,617	3,507	1,786	57	46	32
Spain	559	572	618	83	73	62
USSR	1,475	1,357	1,352	91	83	72
Other European countries	236	289	895	35	65	80
North African countries	268	436	210	50	68	62
Sierra Leone	276	371	122	58	75	45
Other West African countries	3,408	3,814	4,273	89	81	73
Canada	3,294	2,895	4,568	86	68	51
Venezuela	1,669	1,528	1,672	2	11	19
Brazil	556	1,020	1,221	90	86	40
Other countries	278	315	639	89	85	51
Total	17,599	18,170	19,856	68	63	54

† Comprising iron ore and concentrated (except chrome iron ore), iron pyrites (including cupreous) roasted.

(continued on next page)

SEA-BORNE TRADE

continued

TABLE 14. UNITED KINGDOM IMPORTS BY SEA IN 1968, 1969 AND 1970

Petroleum tanker cargoes — Weight

Country or area from which consigned	All flags (thousand tons)			UK flag (per cent)		
	1968	1969	1970	1968	1969	1970
I. Crude and partly refined						
Western Europe	3,714	1,863	1,607	37	49	39
Libya	21,575	21,095	23,724	17	14	9
West Africa	1,703	5,294	7,593	27	25	19
Saudi Arabia	8,922	12,571	14,911	21	24	37
Iraq	2,977	3,816	2,434	34	30	15
Iran	9,459	7,884	8,849	23	22	24
Kuwait	18,199	23,287	23,752	17	33	38
Other Persian Gulf countries	6,027	6,756	8,130	27	37	30
Venezuela	6,943	5,664	4,802	24	21	20
Other countries	2,184	4,636	5,547	27	22	43
Total	81,703	92,866	101,349	21	25	25
II. Products						
Western Europe	15,471	13,791	14,873	26	28	29
Persian Gulf and Indian Ocean	1,660	2,438	1,692	32	52	49
Latin America	1,216	1,042	888	33	26	18
British West Indies	718	620	502	57	50	40
Netherlands Antilles	586	431	516	29	30	38
Other areas	1,970	1,411	1,351	22	25	23
Total	21,621	19,733	19,821	28	31	30

TABLE 15. UNITED KINGDOM EXPORTS BY SEA IN 1968, 1969 AND 1970

Coal, coke and briquettes — Weight

Country or area from which consigned	All flags (thousand tons)			UK flag (per cent)		
	1968	1969	1970	1968	1969	1970
Irish Republic	168	174	167	84	88	86
Belgium and Luxembourg	148	218	138	92	80	75
France	433	355	541	18	44	49
Western Germany	749	1,401	1,492	48	51	40
Netherlands	624	808	498	84	79	60
Denmark	134	100	52	32	10	3
Norway	615	654	746	14	6	6
Sweden	185	275	192	12	20	23
Portugal	74	40	74	1	—	2
Other European countries	387	391	483	7	11	12
Other countries	35	66	80	31	44	16
Total	3,552	4,481	4,462	40	45	35

Business Monitor

THE following titles and issues of Business Monitor are now available and copies may be obtained by annual subscription from HMSO, PO Box 569, London SE1 9NH.

Production series

Monthly at £1 a year post free:
- Foam backing, foam laminating and fabric to fabric bonding for December

Quarterly at 37½p a year post free:
- Warp knitting for third quarter 1971
- Weatherproof outerwear for second quarter 1971
- Men's and boys' tailored outerwear for second quarter 1971
- Women's and girls' tailored outerwear for second quarter 1971
- Overalls and men's shirts, underwear, etc., for second quarter 1971
- Women's and girls' light outerwear, lingerie and infants' wear for second quarter 1971
- Corsets and miscellaneous dress industries for second quarter 1971
- Photographic and document copying equipment for third quarter 1971
- Newspapers and periodicals for second quarter 1971

Civil aviation series

Monthly at £1 a year post free:
- Airline Operations for October

Quarterly at £2.50 a year post free:
- Airline Operations for third quarter 1971

A complete list of titles of Business Monitors was last published in *Trade and Industry* on December 16, 1971 on page 562.

Business Monitor for the paint industry

THE first results of a new statistical inquiry into manufacturers' sales of paint have now been published in the Business Monitor series. Figures for the first quarter 1971 are given for paint and allied products. This inquiry replaces the former KS quarterly inquiry.

The inquiry was started after consultation with industry and is designed to fit into the new system of industrial statistics being introduced by the Government Statistical Service. Response to the first quarter's inquiry was slow because, as expected, firms took some time to organise their records to provide the information sought. Response is however almost complete. In the second quarter's inquiry, returns have been received more quickly and these results should be available shortly.

The new Monitor (reference P. 18) is available on subscription of 37½p per year from Her Majesty's Stationery Office, PO Box 569, London SE1 9NH.

General index of retail prices for January

THE Department of Employment announce that the official index figure which measures changes in the average level of retail prices was 159.0 on January 18, 1972. This compares with 158.1 on December 14, 1971 and with 100.0 at the base-date, which was January 16, 1962.

Registrations of British and foreign films

The following are details of films registered by the Department of Trade and Industry under the Films Acts 1960 to 1970 during the week ended Friday, February 25, 1972. BR/E indicates that the film is a British quota film.

Title of film	Registered No.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
			BRITISH		
A Gift of the Sea	BR/E 36009/26/2/77	24	February 23	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Weekend Of A Champion	BR/E 36010/26/2/77	81	February 23	MGM-EMI Distributors Ltd.	Caliban Films Ltd.
Movietone News 2229	BR/E 35880/26/2/77	7	February 25	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2229A	BR/E 35881/26/2/77	7	February 25	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
			FOREIGN		
Man In The Wilderness	F 36006	107	February 23	Columbia-Warner Distributors Ltd.	Wilderness Film Productions Ltd.
Fiddler On The Roof	F 36007	181	February 23	United Artists Corporation Ltd.	Mirisch Productions Inc. and Cartier Productions Inc.
Commandos	F 36008	89	February 23	Twentieth Century-Fox Film Co. Ltd.	Titanus International Rome
Karla	F 36011	80	February 23	Amanda Films Ltd.	Bamram Film

Amendment to the Register:

The playing time of the film 'The Dragon of Pendragon Castle' (BR/E 13717) registered on March 31, 1950 has been amended to 35 minutes and the name of renter distributing the film in Great Britain to Children's Film Foundation Ltd.

TRADE PROMOTION

EXHIBITIONS and FAIRS

Duke and Duchess of Kent to visit Denmark

THE Duke and Duchess of Kent will pay a short visit to Denmark from May 1-4 to undertake engagements in connection with the British Trade Drive in Denmark.

During that period the Duke and Duchess will open a major consumer goods exhibition in Copenhagen and visit store promotions. There will also be an important engineering seminar which the Duke will open. Included in their Royal Highnesses' programme will be a visit to the Odense steel shipyard in Fyn, which is a major buyer of British equipment.

'Familien England i Forum' is an all-British exhibition of household goods organised by the Department of Trade and Industry and the Embassy in Copenhagen and is one of the main events being held as part of the 1972 British Trade Drive in Denmark. About 120 UK firms will be taking part and the range of exhibits will include household and garden furniture, carpets, pottery, hardware, food-stuffs and fancy goods.

The seminar and exhibition of engineering is being organised by the Department of Trade and Industry in conjunction with the Engineering Industries Association and will be attended by a selected audience drawn from the senior Danish engineering institutions.

As part of the Trade Drive shops in Copenhagen and other towns in Denmark will be arranging special promotions of British men's and women's clothes and shoes, foodstuffs and other consumer goods. British manufacturers of capital equipment will be participating under the DTI's joint venture terms at major trade events being held in Denmark during 1972. A seminar and exhibition of ships' equipment will be held at Aarhus in October. There will also be a number of trade missions to Denmark.

British firms maintain record at Nuremberg

From the British Consulate General, Munich

NINETY-ONE British companies participated at the 1972 International Toy Fair in Nuremberg from February 5-11. Of these, 57 took part in a joint venture organised by the British Toy Manufacturers Association in conjunction with the Department of Trade and Industry. The joint venture was split into four stands in different areas of the fair.

A total of 1,347 firms exhibited at Nuremberg (1971-1,357), of which 822 companies came from West and East Germany. There were 525 exhibitors (1971—510) from 33 overseas countries. Britain was second in the list of foreign exhibitors headed by Italy with 102 companies.

The International character of the event was emphasised by the fact that just under 6,000 overseas visitors from 70 countries were registered. Most of these came from Western Europe, but there were also large numbers from the United States and Far Eastern countries. A total of 20,304 visitors attended the fair—a rise of almost 1,000 on the 1971 figures. The Fair is not open to the public and it is therefore safe to assume that almost all visitors were genuine trade visitors in the form of buyers, wholesalers, retailers and manufacturers.

As in 1971, general price rises were a prominent aspect. It was estimated that a rise of five per cent had taken place within the German toy industry, due mainly to rises in wages and production costs. There had been a general all-round increase in prices in the toy industry throughout the world but the highest rise had been in British manufactured toys where a rise of seven per cent was reported.

A second aspect of this year's Fair was the keen interest shown by all exhibitors, not least of all the British, in the Fair authorities' plans for distribution of space, etc, at the new Fair site at Nuremberg Langwasser. The Fair direction and Nuremberg City authorities are confident that the new site will be ready for occupation by the end of 1972. At this point in time all foundations have been laid and there is now visual evidence that the project is moving ahead quickly and on schedule.

Generally British exhibitors had a good Fair, with results tending to be more or less the same as in 1971. There were inevitably busy and slack periods but inquiries were of good quality and all British exhibitors considered their participation to have been worthwhile. Indeed, the impression was gained that many firms were admirably surprised with results in Nuremberg as its opening followed only a few days after the closure of Brighton. As usual at this type of event, old contacts were consolidated, new contacts made and many orders taken. There were also many good quality and constructive inquiries which British companies expected to lead to business in the future.

Mr. Corfield on Concorde flight to Hanover

MR. Frederick Corfield, Minister for Aerospace, is to visit Hanover in April, and he will fly there in Concorde 002, the British-assembled prototype. This will be the first major overseas flight by the aircraft in 1972.

Concorde will take part in the flying display at the Hanover Air show. While there it will be inspected by senior representatives of the West German airline, Lufthansa, which holds three options for the aircraft.

During his visit to Hanover, Mr. Corfield will represent the British Government at both the Hanover Air Show and the Hanover Trade Fair which are being held at the same time.

At the air show visitors will be able to see, in addition to Concorde the products of over 50 British companies in the aeropsace industry who are taking part in a joint DTI-SBAC exhibition.

The Hanover Trade Fair, the largest of its type in Europe, will include a full range of British exports, and Mr. Corfield will inspect some of the stands of over 100 companies who are participating in a joint-venture exhibition sponsored by the DTI.

Concorde 001 will leave for Hanover from its test base at RAF, Fairford, Glos, on April 22, and return the following day.

Romania: International Fair, Bucharest, October 15-24

THE Romanian economy is expanding rapidly and the engineering, metallurgical and electronic industries are prominent among the high priority sectors, where great emphasis will be laid on extending the range and quality of production. In electrical engineering the trend towards a modern, wider range of component manufacture will continue, and the machine tool industry will concentrate more on the development of high cost, high production products, and on the introduction of programme and numerical control to many types of machine tools.

The electronics industry is still small and intends to raise the output and quality of components, industrial measuring and control apparatus and to move towards the assembly under licence of medium size second and third generation computers. The aim is to attain standards and precision and durability that will meet exacting Western specifications. A substantial proportion of Romania's purchases will continue to come from Westren sources. However, competition among Western countries is likely to intensify in the short and medium term and it is essential that the Romanian purchasing authorities and end-users are aware of the range and quality of British products.

As is the case in many of the other Eastern European countries, Romania's International fair will be a focal point for representatives of Romanian industry to meet suppliers from abroad. The product categories forming the subject of this exhibition are to be given high priority in the new Five Year Plan and thus it may be expected that substantial export orders will be generated by this event. Furthermore, exhibiting at Eastern European trade fairs often results in export orders from third countries within the COMECON group.

Letters of invitation to participate at this Trade Fair have already been sent out to British industry requesting that completed application forms together with deposits should be returned to the Department of Trade and Industry not later than March 24, 1972. Early application is recommended as space will be allocated in order of receipt of applications. For further information please consult Mr. G. H. Dailey, Fairs and Promotions Branch, 26 Old Bailey London EC4M 7HU (Tel: 01-248 5757 ext: 602).

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TRADE INFORMATION

United Kingdom aid to developing countries

TONGA: Britain is to provide an interest-free loan of £250,000 to Tonga under an agreement signed in Nuku'alofa, the capital. The loan will be drawn over the financial year 1972-73 and will be repayable over 25 years with a 2½-year grace period. The loan will maintain the level of capital aid being given to Tonga annually and will be applied in respect of such development programme projects as may be agreed between the two Governments. The loan is in addition to the technical assistance which Britain is already giving Tonga in the form of training in Britain and the provision of experts and equipment. **CRE (ref. 19692) ext. 2322**

Czechoslovakia: five-year plan, 1971-75

AN analysis of the Czechoslovak fifth five-year plan, 1971-75, is available to firms on loan from Commercial Relations and Exports Division. There are separate appendices on the following Czechoslovak industries: chemical, metallurgy, fuel and power, engineering, aircraft, electronics, shipping and shipbuilding. Firms wishing to borrow a copy of the analysis should state which, if any, of the appendices they wish to receive. **CRE ext. 2267/3381**

Italy and Albania

A CIRCULAR in the Italian *Informazioni per il Commercio Estero* of February 2 announced that a trade agreement for 1972 between Italy and Albania was signed in Rome on January 26. Details (in Italian) including the commodity lists and quota amounts for the calendar year of 1972 are available. **EDB ext. 466/467/482**

In many cases further information on the notices published on these pages is available from the Department of Trade and Industry. The main branches concerned are: Commercial Relations and Exports (CRE) Division, DTI, 1 Victoria Street, London SW1H 0ET (Tel: 01-222 7877); and Export Services Division (ESD) and Export Data Branch (EDB), both at DTI, Export House, 50 Ludgate Hill, London EC4M 7HU (Tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (CRE, ESD or EDB) and the appropriate telephone extension number. In the Tariff and Trade Notices section countries are grouped by continents as far as possible; they are listed alphabetically on the contents page.

Parcel post service to Norway

THE Post Office has reminded postal users that a certificate of origin has to be attached to the despatch papers of all parcels sent to Norway under the EFTA agreement containing goods valued at more than 850 Norwegian Crowns (approximately £50). In addition, an invoice in duplicate is now compulsory for all commercial parcels intended for Norway. Parcels which do not comply with these regulations may be returned to the sender by the Norwegian postal authorities.

Hints to business men booklets

REVISED editions of the booklets on Algeria, Sierra Leone, Switzerland, Thailand and the United States have been published in the 'Hints to business men' series. British business men who intend visiting these countries on export business can obtain copies of the booklets on application to Export Services Division or to any Regional Office of the Department of Trade and Industry. **ESD ext. 7146**

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TARIFF & TRADE NOTICES

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of *Trade and Industry* sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view. Items which fall into this category are preceded by the letters rtm. Readers should note that this prefix signifies that the words are registered as trade marks in the United Kingdom but that in the present context are assumed to refer generally to products of the descriptions stated in brackets. While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

European Communities

COMMON AGRICULTURAL POLICY: The texts of the following Regulations and Directive which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes*. The French texts may be seen on application.

General. Regulation CEE No. 303/70 modifies the countervailing amounts fixed in the agricultural sector following the temporary widening of the margins of fluctuation in the currencies of certain Member States (*Journal Officiel* No. L38, February 12, 1972).

Directive No. 72/97/CEE extends the time allowance specified by Article 7 paragraph 1c of Directive No. 64/432/CEE relating to problems of public health as regards intra-Community trade in cattle and pigs (*Journal Officiel* No. L38, February 12, 1972).

Fruit and vegetables. Regulation (CEE) No. 315/72 relates to the application of the Common Customs Tariff to imports of certain varieties of oranges originating in Spain (*Journal Officiel* No. L38, February 12, 1972).

Regulation (CEE) No. 316/72 relates to the application of the Common Customs Tariff to imports of certain varieties of oranges originating in Israel (*Journal Officiel* No. L38, February 12, 1972).

Regulation CEE No. 317/72 suppresses the compensatory tax on imports of certain varieties of oranges originating in Algeria (*Journal Officiel* No. L38, February 12, 1972). **EDB ext. 7174/408**

UNCTAD GENERALISED PREFERENCES SYSTEM: *Trade and Industry* dated January 27, 1972, contained a notice about Regulations (CEE) Nos. 2794/71 and 2796/71 relating to the opening, allocation and administration of Community tariff quotas for the period January 1 to December 31, 1972, for certain products originating in developing countries. The *Journal Officiel des Communautés Européennes* No. C14 dated February 15, 1972, contains an announcement that the quotas for imports into the EEC of the following goods which were set up by Regulations (CEE) Nos. 2794/71 and 2796/71 have been exhausted. With effect from February 16, 1972, imports into the EEC of the following products when originating in the countries indicated attract the full rate of customs duty:

EEC Common Customs Tariff no.	Description	Country of origin
Regulation (CEE) No. 2794/71 71.16	Imitation jewellery	Hong Kong
Regulation (CEE) No. 2796/71 62.02	Bed linen, table linen, toilet linen and kitchen linen, curtains and other furnishing articles: of cotton	India

EDB ext. 7174/408

IMPORTS FROM NON-MEMBER COUNTRIES: The *Journal Officiel des Communautés Européennes* No. L41 dated February 16, 1972, contains the texts of the following Decisions:

Decision No. 72/98/CEE authorises Italy to exclude certain motor vehicles and their parts and accessories and motor cycles falling within the EEC Common Customs Tariff headings 87.02A, ex 87.05, ex 87.06 and 87.09, originating in Japan and freely circulating in the other Member States.

Decision No. 72/99/CEE authorises France to exclude from Community treatment optical microscopes (EEC Common Customs Tariff No. 90.12) originating in Japan and freely circulating in the other Member States.

Decision No. 72/100/CEE authorises France to exclude from Community treatment certain toys, and working models of a kind used for recreational purposes falling within EEC Common Customs Tariff heading 97.03 originating in Hong Kong and freely circulating in the other Member States.

The French texts may be seen on application. **EDB ext. 7174/408**

ASSOCIATION OF THE AFRICAN AND MALAGASY STATES: The *Journal Officiel des Communautés Européennes* No. L39, dated February 14, 1972, contains the texts of the following Regulation and Decision. The French texts may be seen on application:

Regulation (CEE) No. 282/72 concerns the application of Decision No. 42/71 of the Council of Association provided for by the Convention of Association between the European Economic Community and the African and Malagasy States associated with that Community.

Decision No. 42/71 of the Council of Association relates to the terms and general conditions for the placing and execution of public works contracts and contracts for supplies financed by the European Development Fund. **EDB ext. 7174/408**

France

IMPORT REGULATIONS FOR MEAT: The French *Journal Officiel* of February 12 announced that the following establishments should be added to the list of processing concerns in Britain inspected and approved by the competent authorities:

	Approved no.
H. J. Heinz & Co. Ltd., Standish, nr. Wigan, Lancs.	EWP 5
H. J. Heinz & Co. Ltd., Kitt Green, nr. Wigan, Lancs.	EWP 6

The following concern has changed its name:

Cerebos Foods, Middlewich, Cheshire is now:	EWP 29
RHM Foods, Middlewich, Cheshire	EWP 29

The abattoir below should be deleted from the approved list:

Haverhill Meat Products Ltd., Little Wratting, Haverhill, Suffolk	EWS 40

Copies of the French text can be sent on request or seen at Export House. **EDB ext. 423/408/288**

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2 Victoria Gardens, Ladbroke Road, Notting Hill Gate, London, W.11. **Telephone: PARK 5087 and 7163**

Spain

TEMPORARY REDUCTION OF IMPORT DUTY ON HIDES AND SKINS: The Spanish *State Gazette* of February 15 announced the following extension of suspensions and reduction of import duty until May 13, 1972: Tariff headings 41.01-A (except sheep and lamb skins in the wool under sub-headings A.4.a.1; c.1; e.1); 41.01-B; ex 41.02-A, chromium moist-tanned leather; 41.03-A (simply tanned); 41.04-A (simply tanned). The temporary rate of import duty for 41.02-A (except chromium moist-tanned) is 8 per cent.

IMPORT DUTY SUSPENSION: The Spanish *State Gazette* of February 9 announced the suspension of import customs duties until April 30, 1972, on tariff headings 03.01-A; 03.02-A; 04.01; 09.01-A; 12.01-B.3; ex 12.03-B.2.3.4.5; 18.01-A; 23.01-A; 23.01-B; 29.23-D.1; ex 38.11-B.2; and 87.01-B.1.

IMPORT DUTY SUSPENSION—ALLOY AND FINE CARBON STEELS: The Spanish *State Gazette* of February 7 announced the suspension of import duty on tariff headings: 73.15-E.7.b.1.a; 73.15-E.7.b.1.b; 73.15-E.8.b.1.a; and 73.15-E.8.b.1.b The suspension is valid until April 30, 1972.

CUSTOMS TARIFF MODIFICATION: In the *State Gazette* of February 12 the Spanish authorities announced the following modification: tariff heading 29.26-C Hexamethylenetetramine, its salts and substitution derivatives, import duty 1 per cent.

EDB ext. 462/471/472/473

Malta

IMPORTATION AND USE OF BROMINATED VEGETABLE OILS—PROHIBITION: The Malta *Government Gazette* of February 15 published Legal Notice 9 of 1972 which prohibits the importation and use of brominated vegetable oil or any 'food' which includes such oil as one of its constituents, in any quantity, or use in any way in its preparation. **EDB 471/472/473/462**

Tunisia

IMPORT OF SPARKING PLUGS: The Tunisian *Journal Officiel* of January 18 announced that the prohibition on the import of sparking plugs (tariff heading ex 85.08) has been lifted.

EDB ext. 420/475

Algeria

FINANCE LAW FOR 1972: The Algerian *Journal Officiel* of December 31, 1971, published details of the Finance Law for 1972. Included in the provisions of the law are the following amendments affecting taxation:

1. Hydraulic cement (tariff heading 25.23) and refractory cement (ex 38.19) have been granted exemption from global production tax until December 31, 1975.

2. All goods and equipment for use in the hydrocarbon industry by the oil companies are exempt from global production tax, provided they are imported by the relevant state monopolies.

3. A new global production tax rate of 60 per cent has been introduced on the following items falling within the luxury goods category:

Tariff no.	Description
16.04 A & B	Prepared and preserved caviar and caviar substitutes
ex 43.03	Imported furskins, worked or made up, with the exception of articles for technical use
ex 43.04	Imported made-up artificial furs
58.03	Imported hand-made tapestries and needle-worked tapestries (including made-up articles)
ex 67.05	Fans and hand screens, frames and handles thereof and parts of gilt or silver-plated material or including parts in precious metal, natural or cultured pearls, precious stones, natural gems, ivory, tortoise shell, blond horn or amber
71.01	Fine pearls, unworked or worked
71.02	Pearl gems, precious or fine
ex. 71.15	Articles of fine pearls or gem stone, other than for industrial use
ex 84.06	Internal combustion piston engines for vehicles or engines subject to the higher rate
ex 87.02	Passenger motor-cars of more than 10 CV

4. A consumption tax on imported and locally produced beer has been introduced at DA 23 per hectolitre. **EDB ext. 420/475**

Israel

TARIFF AMENDMENTS: The Israeli authorities announce the following amendments to the Customs Tariff:

Item no.	Description	Rate of duty
29.14	In this item, Section 5000 is superseded by:	
5000	Metal propionates or acetates, other than lead acetate.	25% but not less than IL. 0.62 per kg.
84.22	In this item, the following shall be inserted after sub-section 5040:	
5050	Many tiered, used in bakeries for cooling bread, provided the Director General of the Ministry of Commerce and Industry has certified that they are not of the kinds manufactured in Israel and are not substitutes for those manufactured in Israel	Exempt

PURCHASE TAX: The Israeli authorities have issued amendments to the Israeli Purchase Tax Order which affect the following items:

Apparatus for cooking or baking (domestic or business) operated by gas or by gas and electricty.
Yarn or thread, carded, of wool or of discontinuous man-made fibres, up to 60 mm. of a count exceeding 5 but not exceeding 8.
Other synthetic yarn or thread, continuous.
Stretch socks and stockings of synthetic yarn.
Plastic sheets of a weight exceeding 140 gm. per sq.m. if used for the production of bags and small bags for own use.

British exporters with inquiries should specify the items in which they are interested. **EDB ext. 420/475**

THE MIDDLE EAST ASSOCIATION

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FURTHER INFORMATION and MEMBERSHIP ENQUIRIES to:
The Secretary: THE MIDDLE EAST ASSOCIATION
33 Bury Street, St. James's, London, SW1Y 6AX Telephone: 01-839 2137

Yemen Arab Republic

EMBASSY EXPANDED: The Embassy of the Yemen Arab Republic, 41 South Street, London W1 (tel: 01-499 5246) has been expanded and can now deal with commercial inquiries. The British Embassy in the Yemen Arab Republic was opened last year. The Commercial Secretary is Mr. E. H. Noble MBE, c/o British Embassy, 13 al Qasr al Jumhuri, PO Box 287, Sanaa, Yemen Arab Republic (tel: 2684).

Ghana

EXCHANGE CONTROL: It has been announced in the Bank of Ghana Notice No. BG.72/7 that with effect from February 7 the foreign exchange value of the cedi is changed to the equivalent of US$0.78. As a result of this change, the par value of the new cedi is 0.638440 grams of fine gold or NC48.717949 per fine troy ounce of gold. In addition, mandatory 180-date credit system has been abolished with effect from February 7 and therefore importers and suppliers are free to negotiate various terms of credit.

With regard to payments for imports:

(1) Those imports under 180-day credit, as well as under other longer credit terms approved by the Exchange Control Department of the Bank of Ghana, in respect of goods that arrived in Ghana on or before December 27, 1971, as evidenced by the date of entry on the relevant customs entry form, should be affected at the rate of NC1.00= US$0.98 or at the appropriate cross rate in force immediately before December 27, 1971.

(2) Where payment of the bills described in (1) above was made on or after December 28, 1971, at a rate of exchange other than the approved rate of NC1.00 = US$0.98, appropriate refund of the excess amount should be made to the importer. Applications for refund should be submitted to the Deputy Exchange Controller, Bank of Ghana, through the bankers of the importer and supported with the customs entry form(s) and certification by the importer's bankers of the rate of exchange at the time of payment.

(3) Payment for goods under 180-day or longer credit terms that were in warehouses at the ports at the date of devaluation, ie December 27, 1971, but which were cleared on or before February 6, 1972, will be made at rates approved by the Bank of Ghana. The relevant Exchange Control Form A1 together with customs entry form(s) and warehouse receipt(s) should be submitted through the bankers of the importer to the Deputy Exchange Controller, Bank of Ghana, Accra.

(4) Payment of bills drawn under 180-day credit in respect of goods that were cleared on or after February 7 will be made at the existing rate of exchange.

(5) All outstanding bills drawn under 180-day credit should be paid by importers on due dates in accordance with the terms of credit. Payment of bills drawn at sight will be made at the rate of exchange in force on the due date. Payment for invisible items will be made at the rate of exchange in force on the date the new cedi equivalent is lodged with a bank. Details of payment arrangements covering the existing short term arrears, as well as bills drawn under 180-day credit that will mature during the period of six months after February 7, will be announced on or before February 28. Imports under Trade and Payment Agreements and loan agreements are normally on sight payment terms and therefore payment for such items should be made at the rate of exchange ruling on the date the bill falls due. All other cases should be referred to the Executive Director, Foreign Department, Bank of Ghana, Accra. The terms of payment for machinery and other capital equipment in excess of NC100,000.00 should be referred to the Deputy Exchange Controller, Bank of Ghana for approval before firm orders are placed.

CRE ext. 3064/3338

IMPORT LICENSING: Notice to Importers No. 388: Notification has been received from the British High Commission in Accra that the Ghana Ministry of Trade has announced the following procedure for the clearance of imported commodities which were previously on open general licence but which have now been transferred to specific import licence by Notice to Importers No. 386 published in the Ghana *Commercial and Industrial Bulletin* of February 2:

(1) Pending the issue of specific import licences for 1972, importers who placed orders for goods previously on open general licence and whose goods have either arrived at Ghanaian ports or had been shipped on or before February 2, 1972, will be issued, on application to the Ministry of Trade, with a letter of authority to enable them to take delivery of such goods.

(2) Letters of authority will also be issued to importers to enable them to take delivery of goods, previously on open general licence and now on specific import licence, which had not been shipped on or before February 2, 1972, only if such importers are in possession of valid irrevocable letters of credit opened in Ghana on or before February 2, 1972, in respect of the goods.

(3) In the case of goods arranged on collection basis, letters of authority for the clearance of the goods will be issued if such goods were shipped on or before February 12, 1972.

Application for letters of authority in respect of goods specified in the three paragraphs above should be addressed to: the Controller of Imports and Exports, Ministry of Trade, Industries and Tourism (Trade Division), PO Box M.47, Accra, Ghana, and must be supported with copies of relevant letters of credit, bills of lading and invoices.

EDB ext. 471/472/473

Nigeria

IMPORTATION OF MACHINERY AND EQUIPMENT FOR CAPITAL INVESTMENTS: The Nigerian Federal Ministry of Industries stated in a release recently that henceforth, all companies importing industrial machinery and equipment for capital investments of not less than £N10,000 would not be allowed to clear their goods at the Nigerian ports unless they produced to the Board of Customs and Excise a certificate of clearance issued by the Industrial Inspectorate Division of the Federal Ministry of Industries. British exporters are therefore advised to ascertain that their customers possess such a certificate before making shipments.

CRE ext. 3064/3338

Zambia

BANNED IMPORTATION OF SOME CARS: Telegraphic information has been received from Lusaka that the *Times of Zambia* of February 22 reported that the Ministry of Trade, in a further move to conserve foreign currency, has banned the importation of 52 makes of cars. British models affected are Singer, Humber, Rolls-Royce, Bentley, Hillman, MG, Triumph, Rover, Jaguar, Wolseley, Daimler, Aston Martin, Sunbeam, Austin Westminster, Austin Cambridge, Riley, Morris Oxford, Vanguard and Ford Anglia. Further information will be published as soon as possible.

EDB ext. 473/472/471/462

Tanzania

OPEN GENERAL LICENCE AMENDMENT: Government Notice No. 19 published in the United Republic of Tanzania *Official Gazette* amends, with effect from February 1, the First Schedule to the Open General Licence, 1971 (published in *Trade*

(continued on page 368)

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TANZANIA
continued

and Industry, January 6, 1972, page 31) by the addition of new items. The items fall within tariff numbers 84.06A, 84.06C, 84.06D, 84.25, 84.27/28, 84.30, 84.31 and 33, 84.34, 84.37, 84.38, 84.42, 84.55, 84.57, 84.63, 85.08B(1), 87.06A, 87.12, 87.14, and concern parts only for certain items, and for others, parts and accessories. It should be noted that the Imports Controller authorises under open general licence the importation of the above items direct by importers and and these items cease to be confined to the State Trading Corporation until further notice. These amendments are being published in full by the Export Intelligence Service. Inquiries may be addressed to Export Data Branch (goods in which the exporter is concerned should be specified). **EDB ext. 471/472/473/462**

Republic of South Africa

CUSTOMS TARIFF APPLICATION: Customs Tariff Application List No. 547 published in the South African *Government Gazette* of February 18, contains applications to the Board of Trade and Industries for increase in duty on:

1. (i) Plates of porcelain or china or other kinds of pottery from 25 per cent *ad valorem* or 1,000c per 100 lb. (general) and 25 per cent *ad valorem* or 585c per 100 lb. (mfn) to 35 per cent *ad valorem* or 1,250c per 100 lb.
   (ii) cups and saucers, of glass, from 20 per cent *ad valorem* (general) and 5 per cent *ad valorem* (mfn) to 25 per cent *ad valorem* or 4c each, and
   (iii) plates, of glass, from 20 per cent *ad valorem* (general) and 5 per cent *ad valorem* (mfn) to 35 per cent *ad valorem* or 1,250c per 100 lb.

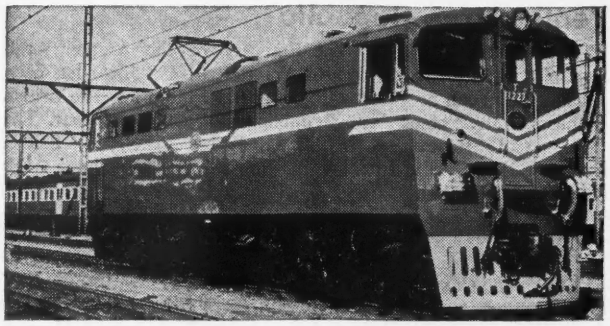
This application replaces that published on December 31, 1971, under List 544.

2. Needle punch carpets and mats from the present rates of duty to 30 per cent *ad valorem*. **CRE ext. 2274**

FARM FEEDS—ANTI-MICROBIAL SUBSTANCES: Under Government notice No. R.142 of February 11 the regulations relating to the registration, importation, manufacture, movement and sale of farm feeds and registration of sterilising plants have been so amended that no farm feed containing anti-microbial substance may be imported into the Republic except those containing Basitracin Virginimycin Nitrovin or other approved anti-microbial substance. **EDB ext. 471/472/473/462**

Pakistan

IMPORT POLICY—FURTHER INFORMATION: In *Trade and Industry*, January 27, page 186, it was reported that Pakistan's import policy for the shipping period July to December 1971 had been extended until further notice but with certain adjustments.



GEC Traction Ltd. is to supply the bulk of 100 locomotive sets of power equipment for Class 6EI 3200 hp units to be constructed by the Union Carriage and Wagon Company Ltd. of Nigel, Transvaal. No less than 400 new high-powered Class 6EI locomotives have been ordered by South African Railways since 1968 and a similar expansion of their fleet of electric trains gives some indication of the rapid development of railway transportation in the Republic.

The Government has now decided to continue the policy up to the end of the shipping period January to June 1972. **EDB ext. 420/475**

Fiji

CUSTOMS TARIFF CHANGES: The Fijian Government has issued Customs Tariff Ordinance (Amendment) (No. 2) Order 1972 which came into force on February 3, 1972. The First Schedule to the Customs Tariff is amended as follows:

Item no	Description	Import duty Gen.	Pref.
84.41.00.00	Sewing machines; furniture specially designed for sewing machines; sewing machine needles	35%	10%

EDB ext. 401/468/469

Philippines

TARIFF CHANGES: It has been announced that with effect from December 29, 1971, the import duty on certain commodities has been altered. The description of items has also in some cases been changed. Tariff numbers affected are:

04.02	18.01	31.02	39.06	69.11	73.20	73.36	83.07	84.12	84.35	85.01	85.21
04.03	24.02	32.07	40.11	69.12	73.24	74.03	83.11	84.15	84.38	85.12	85.23
04.04	27.04	38.19	48.01	73.10	73.25	79.13	84.06	84.17	84.56	85.13	85.27
08.02	27.10	39.01	48.07	73.11	73.32	82.04	84.10	84.19	84.59	85.14	85.28
09.01	29.45	39.02	63.03	73.15	73.35	83.02	84.11	84.30	84.65	85.15	87.06
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Full details have been published in the Export Intelligence Service. **EDB ext. 401/468/469**

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United States

CARE LABELLING: In *Trade and Industry*, February 10, it was stated that the US Federal Trade Commission had announced details of regulations relating to the care labelling of textile products. The following advice has now been given by the Commission concerning the procedures necessary to obtain exemption from these regulations on the grounds of unsightly appearance or because items will retail at $3 or under: (*a*) It is open to any manufacturer or trade association to apply for exemption; (*b*) in cases where trade associations apply on behalf of their members a full list of the firms who would be affected should be attached; (*c*) an application for exemption on the grounds of unsightly appearance should be accompanied by a labelled representative sample of the item concerned so as to show how the addition of a care label would ruin its appearance; and (*d*) two representative samples will be required where the application is in respect of a product retailing at $3 or under; one should be new and the other should have been washed and dried at maximum heat setting. **EDB ext. 455/456/457**

DOCK STRIKES (as at February 25): West Coast Ports: The dockers on the West Coast ports have now returned to work and as far as the unions and employers are concerned the strike is over, a contract having been signed which will be binding for 17 months. The only problem still to be overcome is that of the Pay Board. The settlement provides wage increases which exceed the Pay Board's guidelines of 5.5 per cent and the West Coast dockers' union has agreed with the East Coast dockers' union that if the Pay Board tries to cut back the offer the dockers on both coasts of the United States will resume their strikes.

East and Gulf Coast Ports: The negotiations on the local issues continue, following the basic agreement between the major unions and the employers. In the meantime the dockers are still working until March 15. The union leaders are hopeful that a settlement will be forthcoming shortly. Any agreement will then have to be referred to the Pay Board. **CRE ext. 2647**

Colombia

CHANGES IN DUTY ON MOTOR-CARS, CHASSIS AND BODIES: Colombian decree 2671 of December 31, 1971, amends tariff numbers 87.02.A.I; 87.02.A.II; 87.04.A.II; and 87.05.B.I.b. Further details are available.

TARIFF AMENDMENTS: Colombian National Customs Policy Council decree 2122 bis of November 2, 1971, amends the following tariff numbers:

04.05.A.I.a	29.04.B.IV	70.17.A.III	84.11.D	84.30.E.II	84.30.IJ
04.05.A.I.b	32.05.A.I.c	84.11.A.I	84.11.E	84.30.F	87.09.A
04.05.A.II	70.17.A.I	84.11.A.II	84.30.D	84.30.G	87.09.B
21.07.B	70.17.A.II	84.11.B	84.30.E.I	84.30.H	96.02.C.II

Further details are available.

IMPORT LICENSING: Resolution 021 of the Colombian External Trade Directive Council, dated December 7, 1971, removes the products listed below from the prohibited list and adds them to the prior import licence list. This means that requests to import the products must be registered with the Institute of Foreign Trade as a preliminary to the obtaining of an import licence:

Tariff no.	Description
22.09.C	Liqueurs and other spirituous beverages, sweetened, whether or not containing added flavouring
60.01.B	Knitted or crocheted fabric, not elastic or rubberised, of artificial or synthetic textile materials

EDB ext. 474/476/7312

Peru

PROHIBITIONS: Peruvian Directorial Resolution No. 142-72-IC-DGI-DECI of January 27 lists a number of pharmaceuticals and cosmetics which have been added to the National Register of Manufactured Goods. Importation of goods on the register is prohibited unless it can be proved to the Director General of Industry that either national production does not exist or is insufficient. Parts of the following tariff numbers are affected: 30.03; 33.06; and 34.01. **EDB ext. 474/476/7312**

Fire Chief E. Spellen, of the Government of Guyana Fire Service, taking delivery recently in Georgetown of a 'D' series Dennis water tender.

Jamaica

INDUSTRIAL INCENTIVES LAW 1956: The following products have been declared 'approved products' for the purposes of the Industrial Incentives Law 1956:

Crustaceans (culturing and processing).

A notice that consideration was being given to designate these products appeared in *Trade and Industry*, December 23, 1971, page 642. Applications for the status of 'approved product' and 'approved manufacturer' are processed by the Jamaica Industrial Development Corporation, 4 Winchester Road, Kingston 10, Jamaica (PO Box 505). It would be appreciated if firms writing to the Industrial Development Corporation would copy their initial correspondence to the British High Commission, Commercial Department, PO Box 393, Kingston, Jamaica. **CRE ext. 2627**

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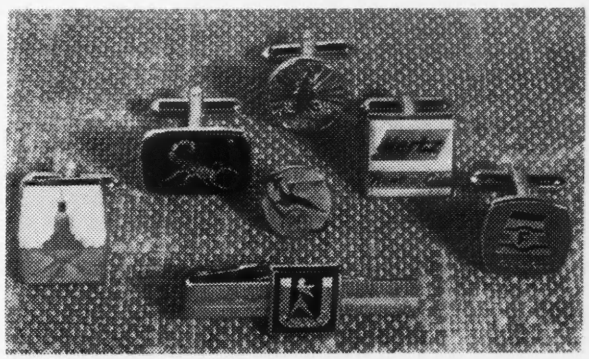

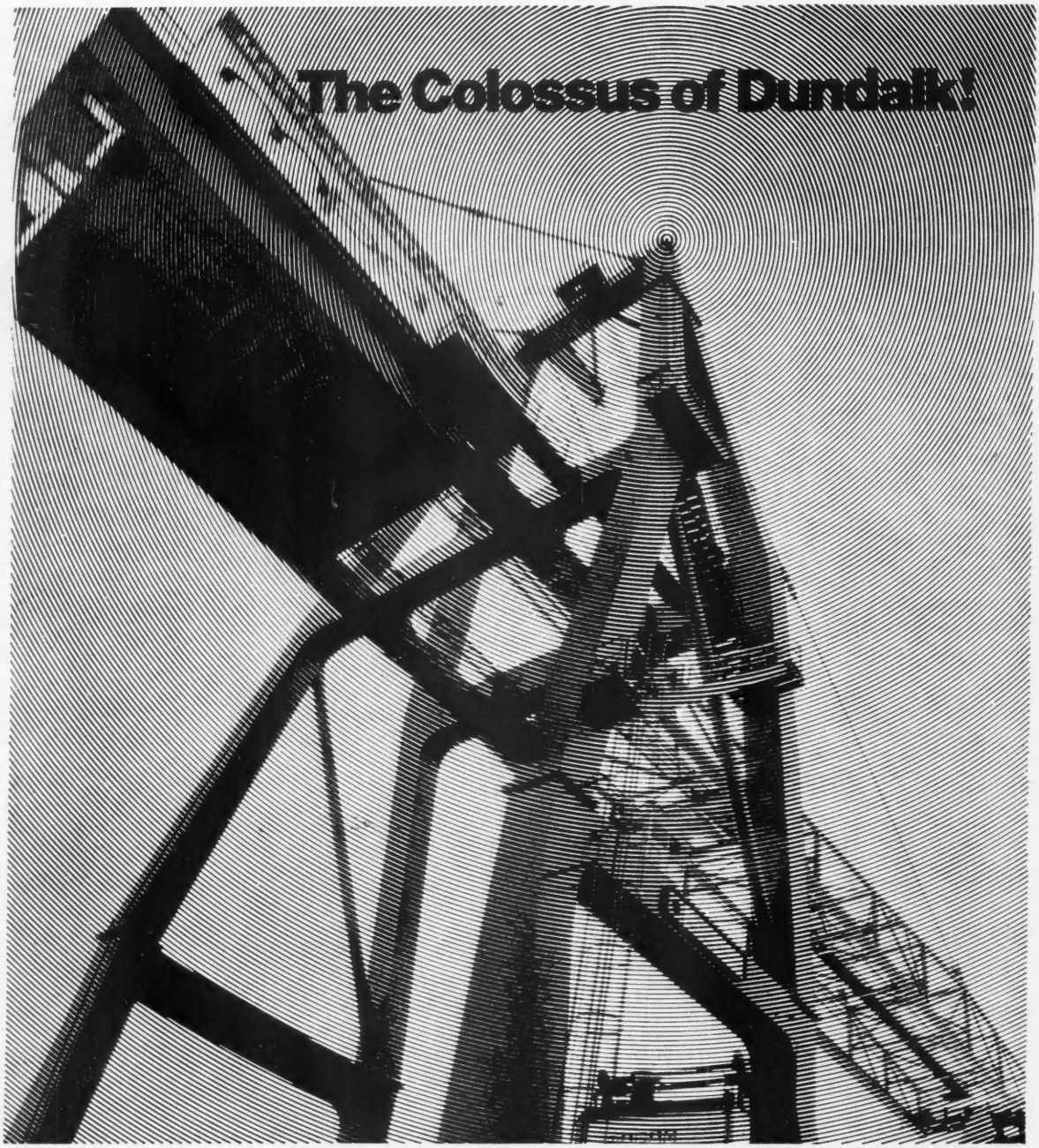

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